

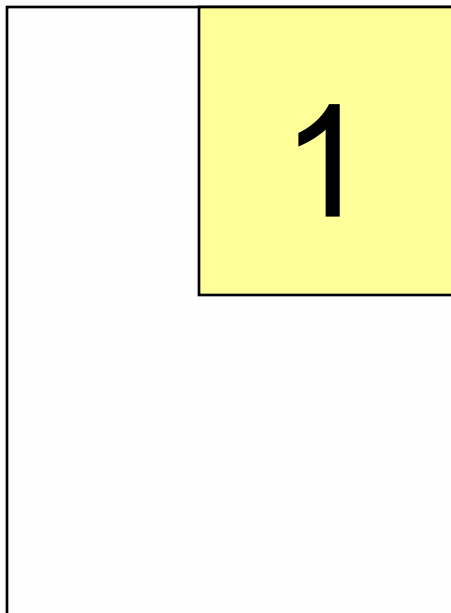


## Contacts and Affiliations by Number

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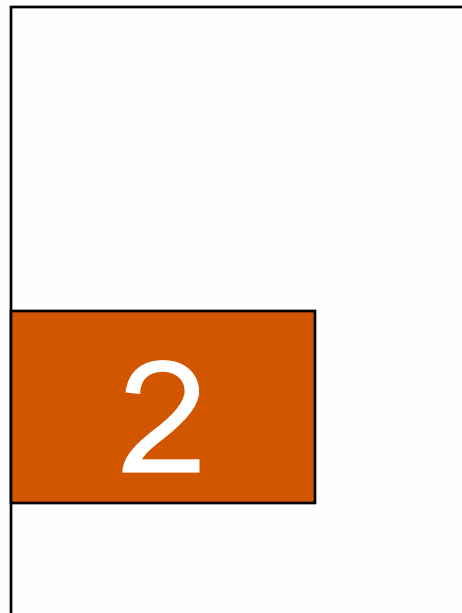
# The Three Primary Relationships

Organization



How You See  
Them

Request



Whom You  
Contact

Contact



Who They Are  
(Their Business Card)



All we need is:

**3** Numbers  
and  
**2** Hours

to teach you everything you need to know  
about Contacts and Affiliations



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