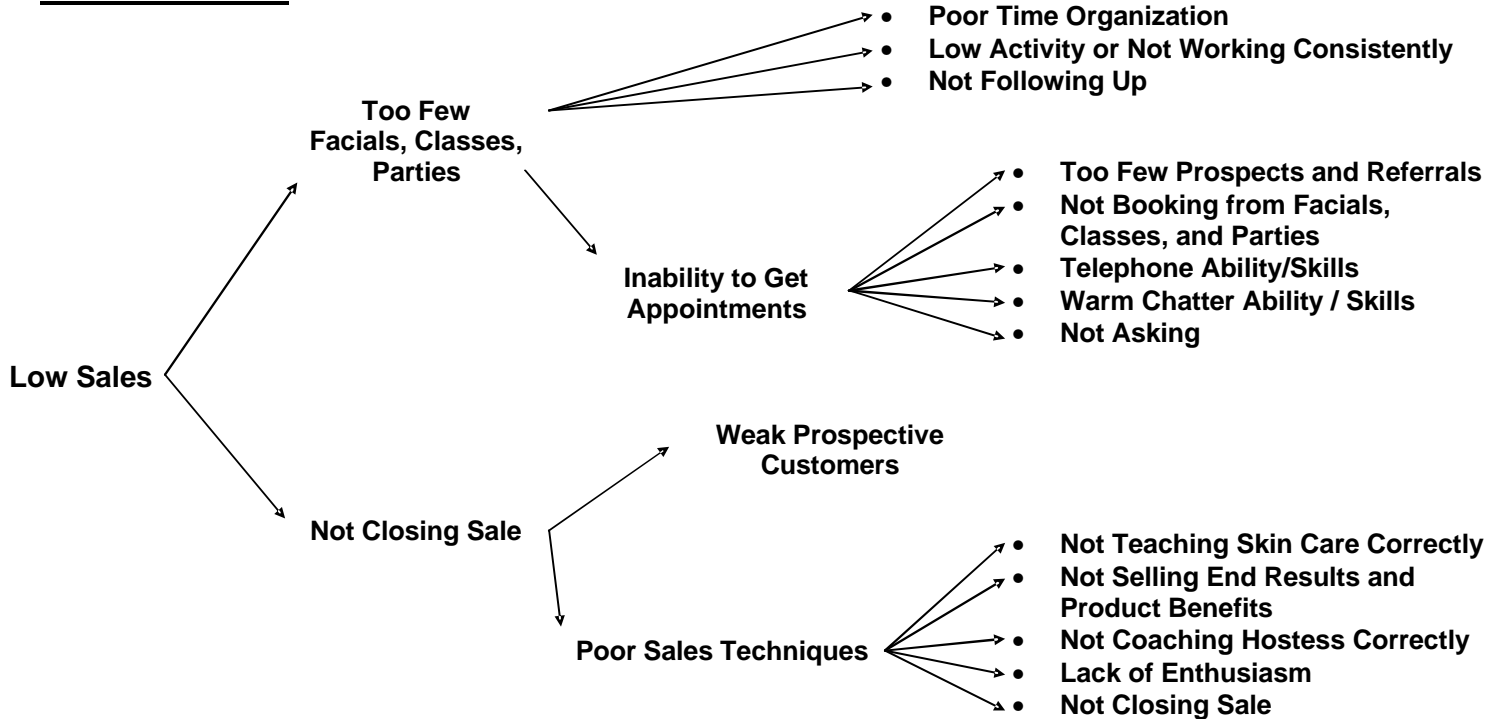


I recently attended a retreat at Nan Stroud's home, our NSD, and she shared this chart with us. It is originally from NSD Emeritus Maxine Sandvig's newsletter from many, many years ago. We were all amazed at how accurate this information is today, and I wanted to share it with you!

# Sales Problem Identifier

## Product Sales



## Recruiting

