

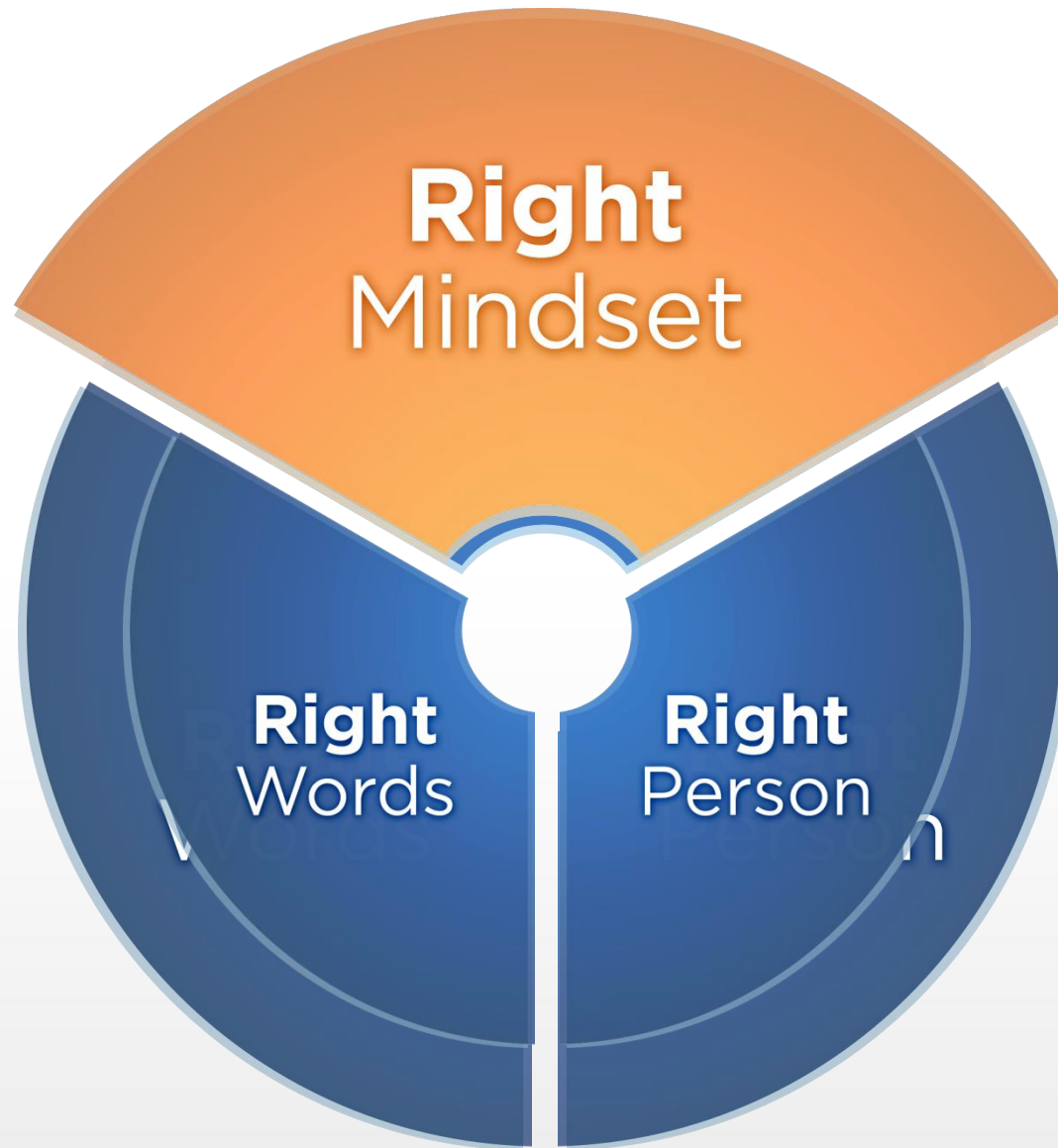
VIRTUALLY BRILLIANT

How to create and maintain
strong relationships in a remote world

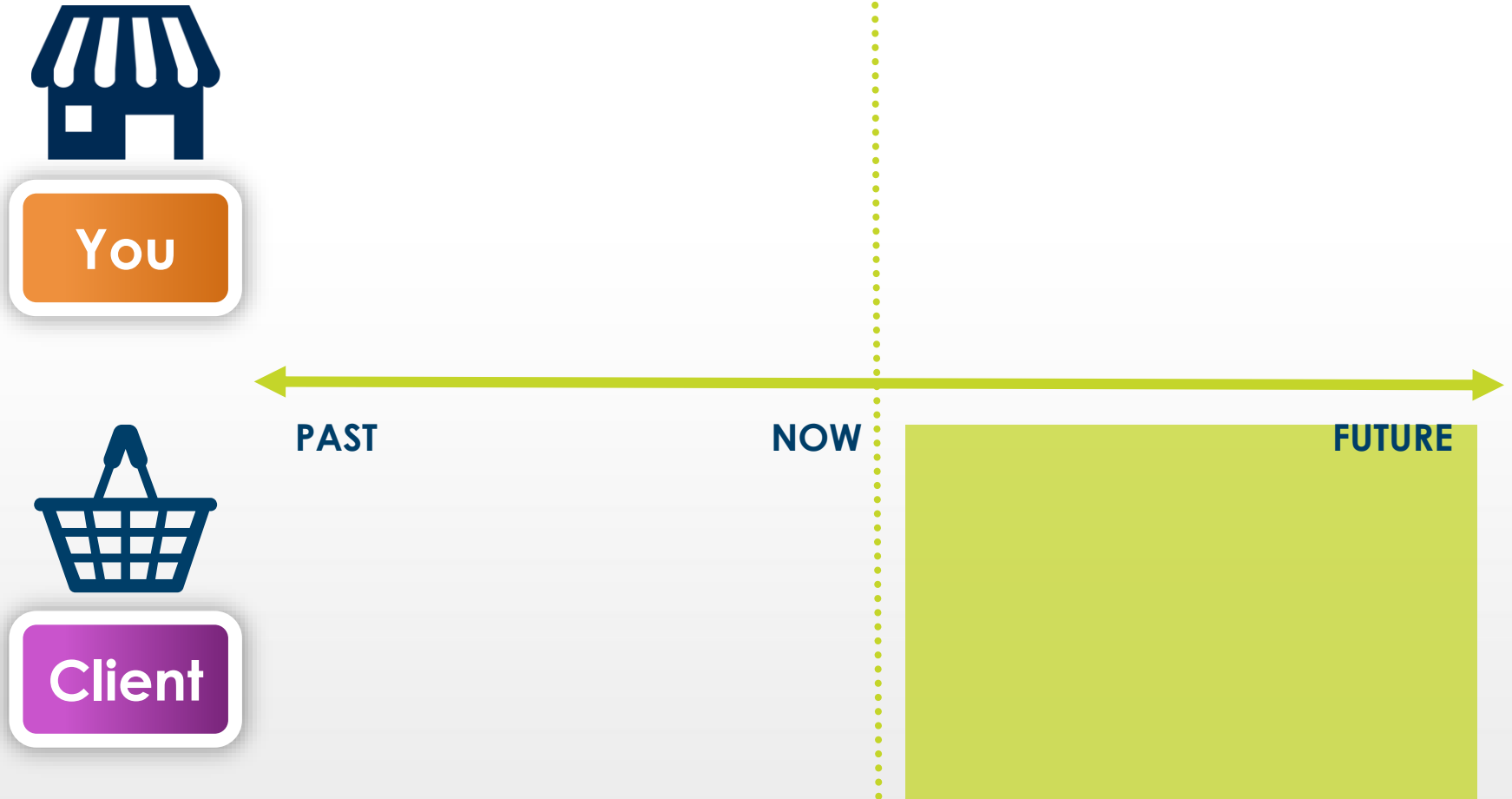
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About us

- Founded in 1922
- 94 offices throughout the world
- 72,000 staff (plus 7000 part time)
- Strong technical expertise
- Positive growth over past five years
- Committed training office: we have IIP

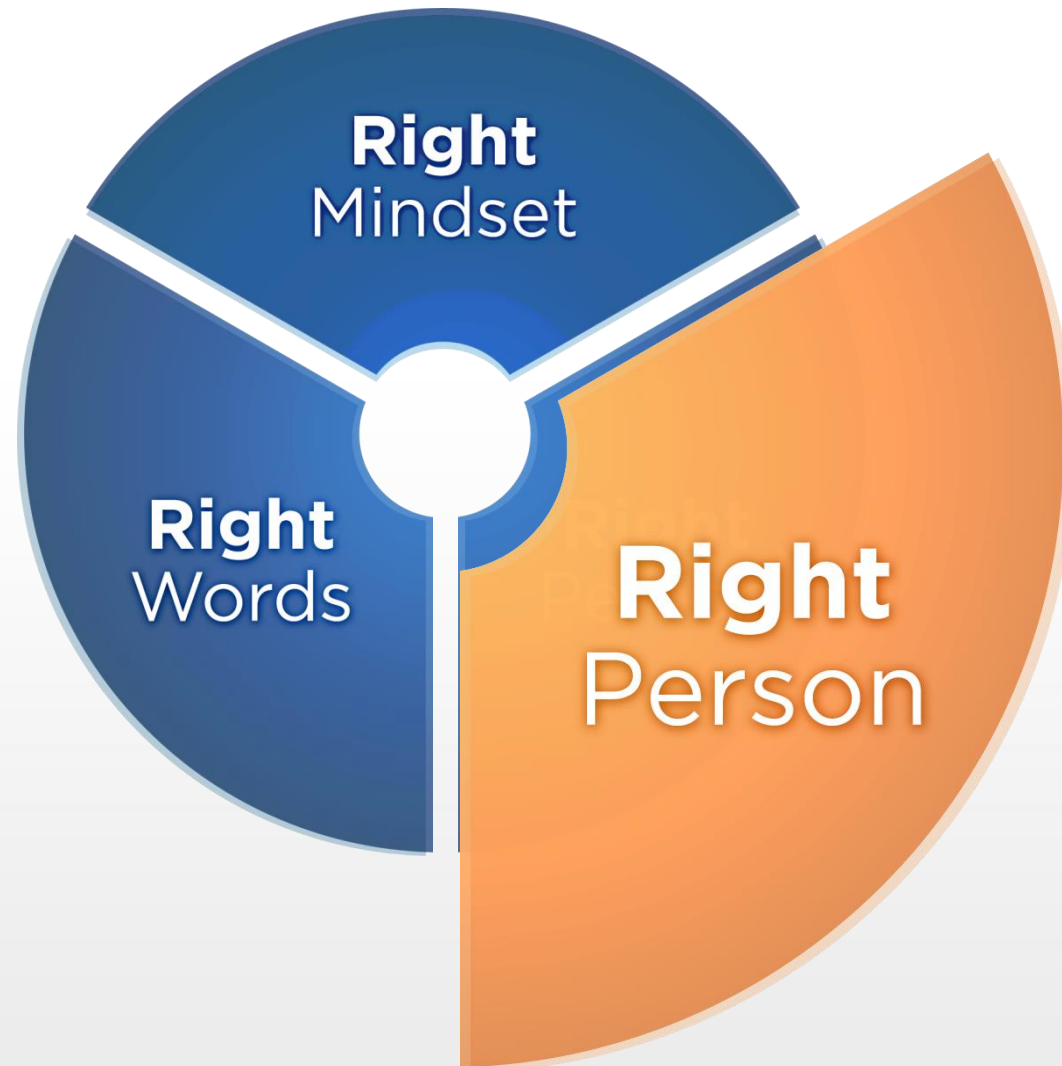


Focus on the right areas





AFTERS



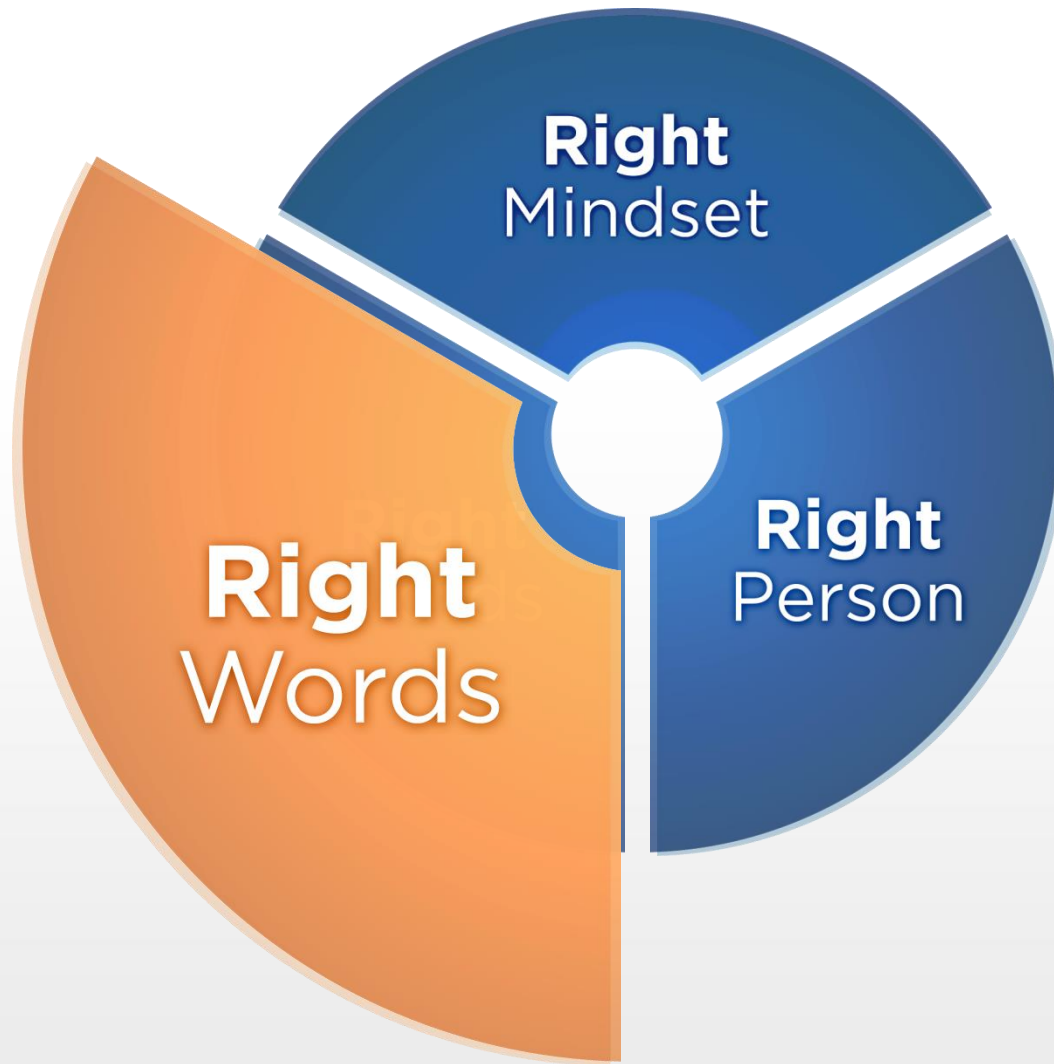
It's easier to build relationships when they...

KNOW



OWE





The ABC of BD



AFTERs
Build
certainty
Close

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