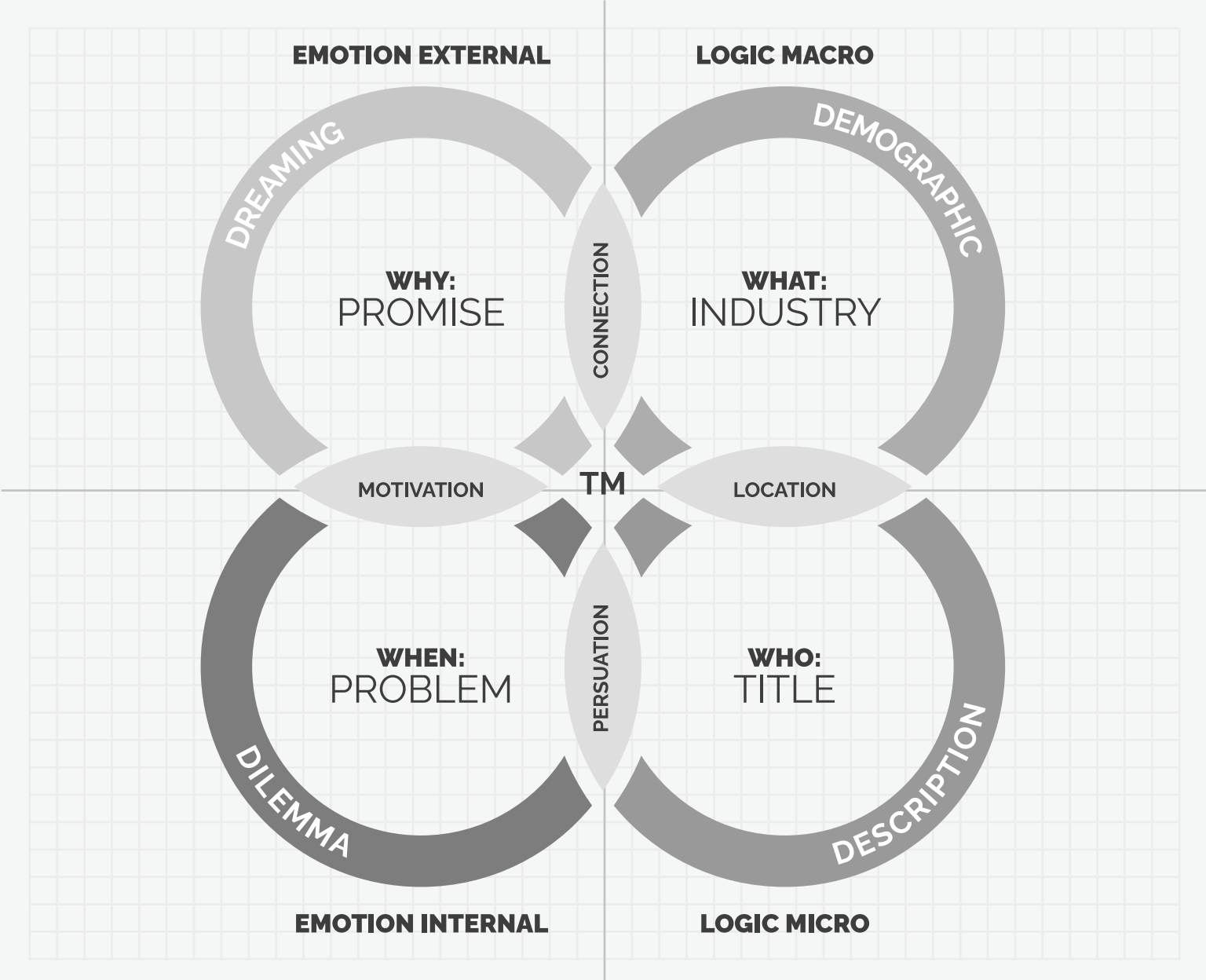


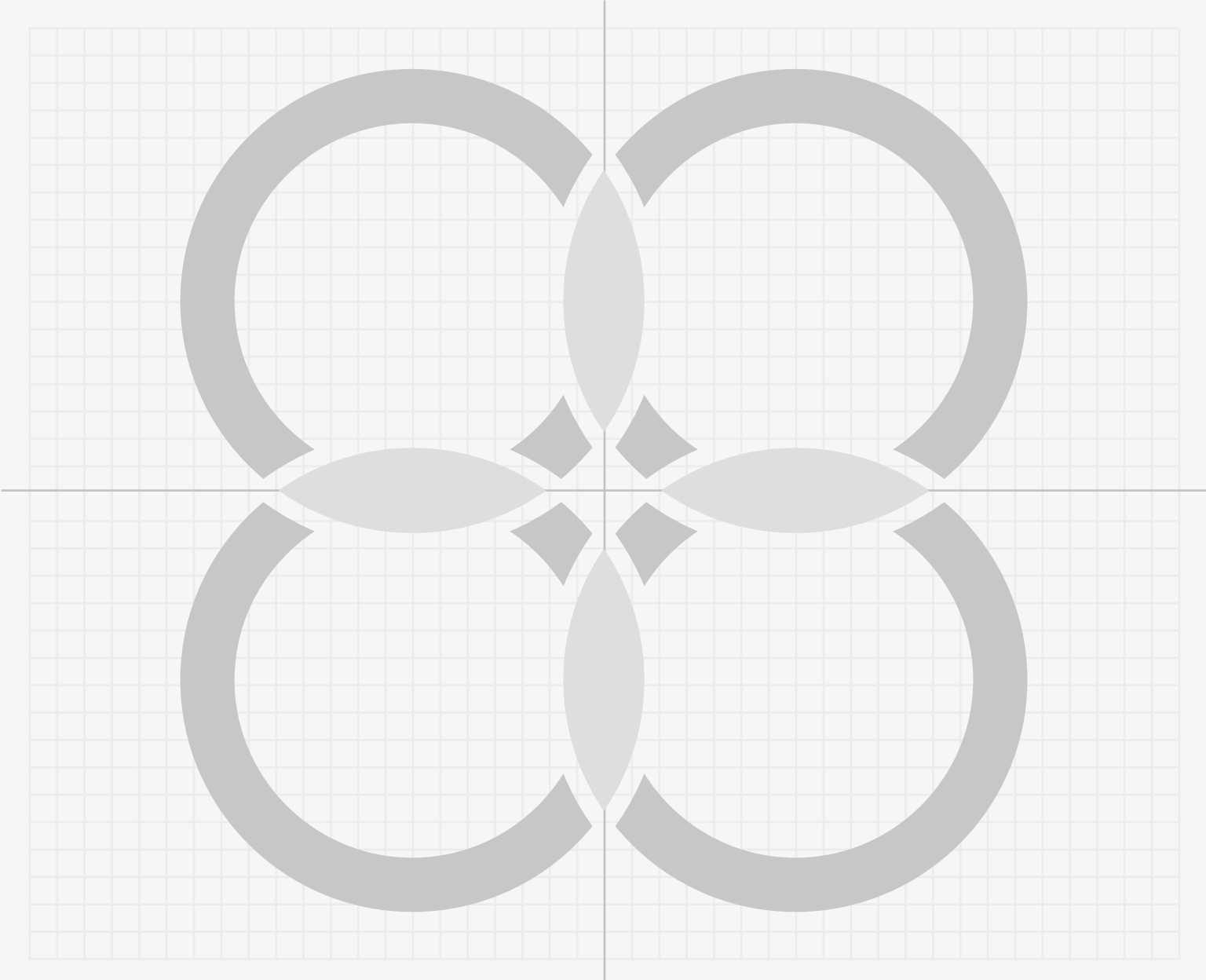


**INFLUENCE FAST START | MODULE 4:**  
**PERFECT PROSPECT**  
**MODEL**

# TARGET MARKET MATRIX™



**YOUR VERSION**



# THE PROSPECT PROFILER™

<b>EMOTION</b>	<b>LOGIC</b>
DREAM OF:	TITLE:
PROMISE:	DESCRIPTION:
DILEMMA:	INDUSTRY:
PROBLEM:	DEMOGRAPHIC:
FEARS:	LOCATION:
WHY THEY NEED YOU:	CONNECTION:

