

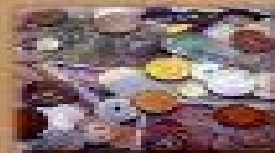
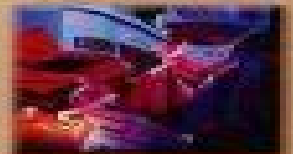
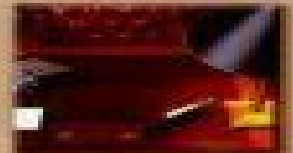


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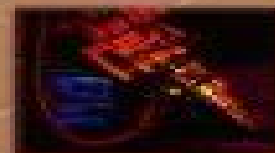
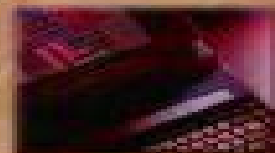
**Second Edition**

# Proposal Guide

*For Business Development  
and Sales Professionals*



**Larry Newman**  
*Vice President,  
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# Proposal Guide For Business Development And Sales Professionals

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