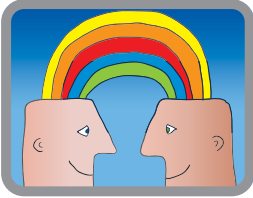


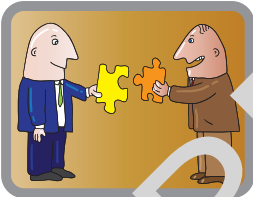
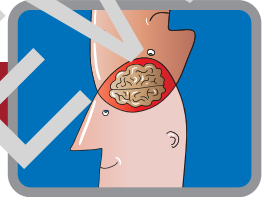


# Navigating an Influential Conversation



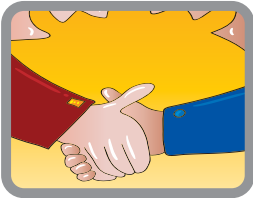
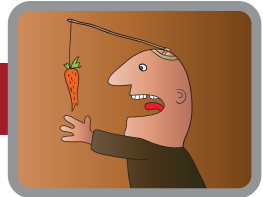
**Build Relationship**

**Find Common Ground**



**Make Your Case**

**Highlight Incentives**



**Seek Commitment**