



- A. _____
- A2. _____
- A3. _____
- B. _____
- C. _____
- C2. _____
- D. _____
- E. _____
- F. _____
- F2. _____

Once you AUTOMATE the steps listed above you will become one of the most successful practices in your region with true independence and freedom. The steps are broken into 3 stages but you will cover the first stage now.

1. What is true marketing?
2. What does it mean to "advertise"?
3. What is the essence of promotions?
4. Why is public relations important?
5. How important is sales?