

Keep Your Friends Close and Your Prospects Closer

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David H. Freedman, J.D.

"Ask any salesperson, and they'll tell you same thing — selling is a full-contact sport. For high-level engagements, where trust is a cornerstone for landing the work, relationships must be built, and that process can take time. It requires ongoing, high-value contact to form favorable impressions and stay top-of-mind."