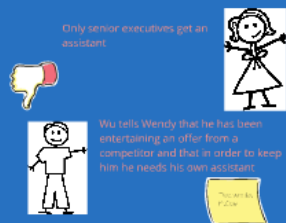
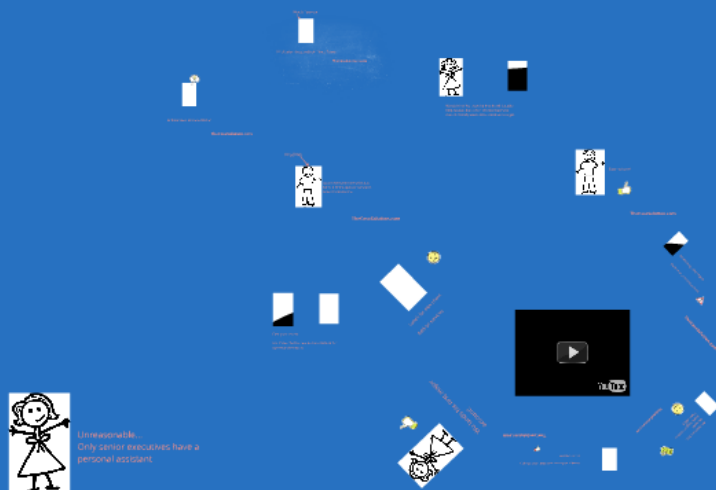


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What should Wendy do?

Wendy Peterson

TheCaseSolution.com

Wendy Peterson



VP of Sales - AccountBack (Plano, Texas)

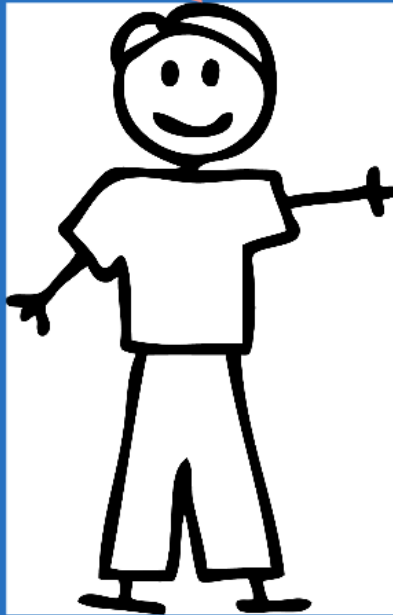
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Brilliant idea: Chinese Market

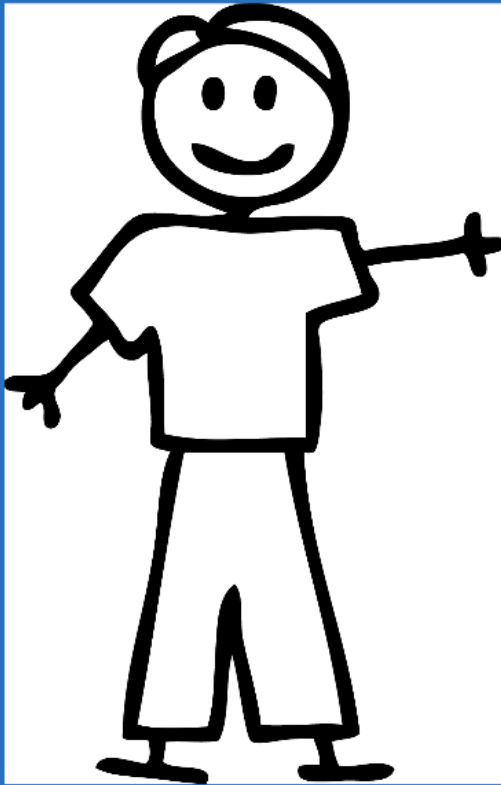
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Fred Wu



Super awesome new sales guy.
Born in China, speaks mandarin.
Lots of connections

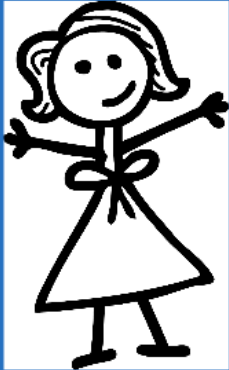
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Eager to learn!



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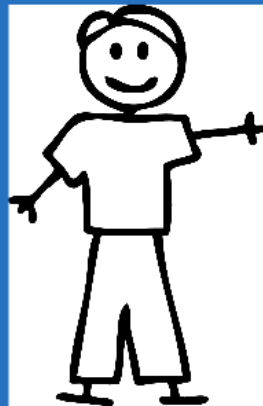


Establishing sales targets

Performance Inconsistencies



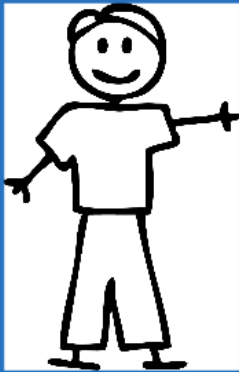
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Wu lands his first
account!
Single largest client in
Plano office



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Wendy and Wu meet with client - ends abruptly

Add-on services



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