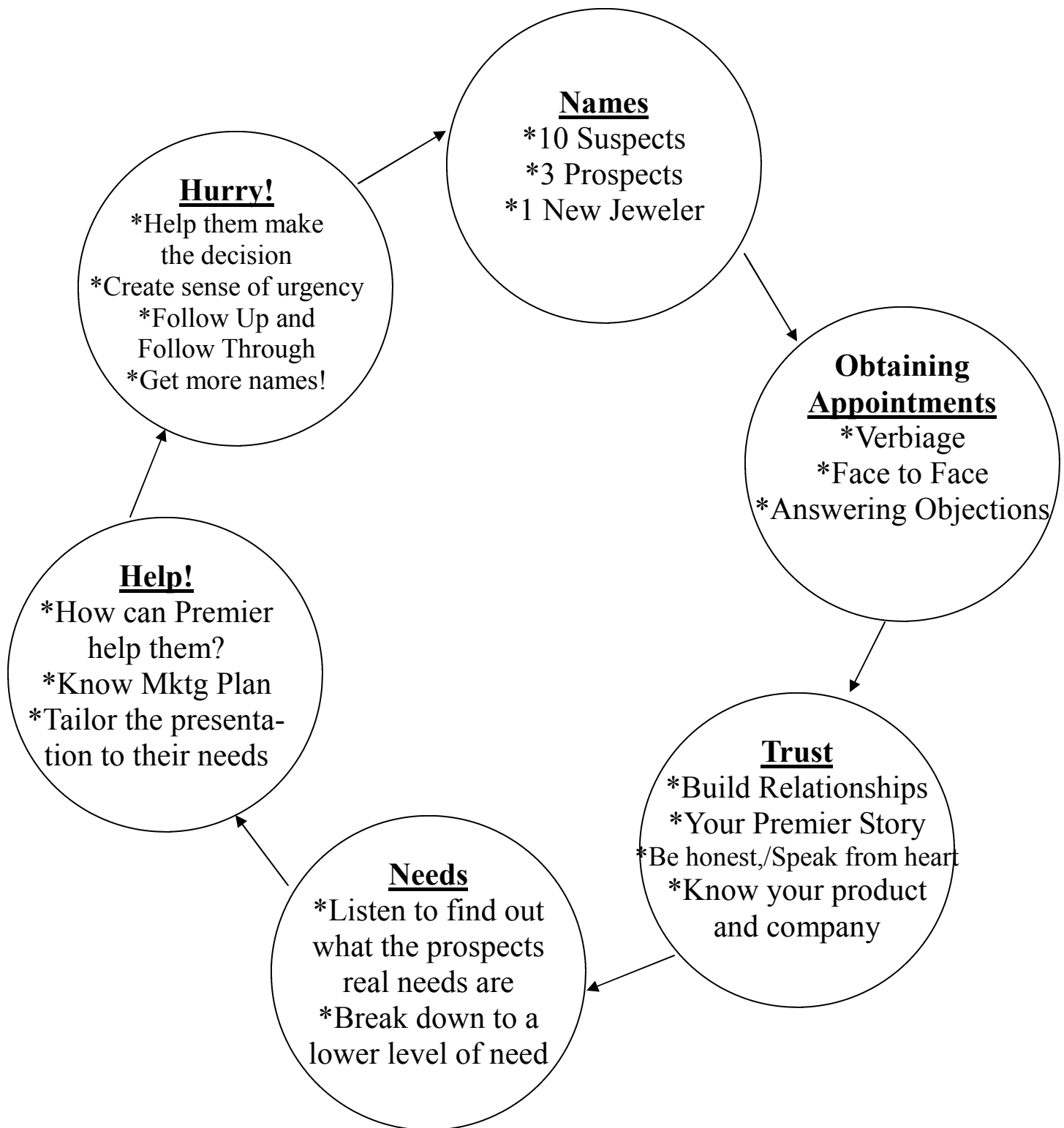


The Sponsoring Process

By Don Flynn



This process holds true whenever you are asking anyone to do anything! We must first **CONNECT** and gain their trust and respect. **THEN**, we can give them information and/or ask for them to do something. **TOO** many times we dump information and don't understand why we don't get the response we want!