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# Get Ya Money Part 2

By Kubi Springer





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SHEBUILDSBRANDS

Opportunities do not float like clouds in the sky. They are attached to people.

*- Extract taken from 'I AM MY BRAND' By Kubi Springer  
Quote by Venture Capitalist, Richard Stromback*

# Let's Do The Work!

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1. Who is on your target list?

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2. Who is the decision maker?

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3. What are their needs?

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# Let's Do The Work!

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4. What evidence will make them say yes?

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5. How do you get the pitch?

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6. Where will the pitch take place?

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# Let's Do The Work!

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7. What is the pitch structure?

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8. How will you secure the deal?

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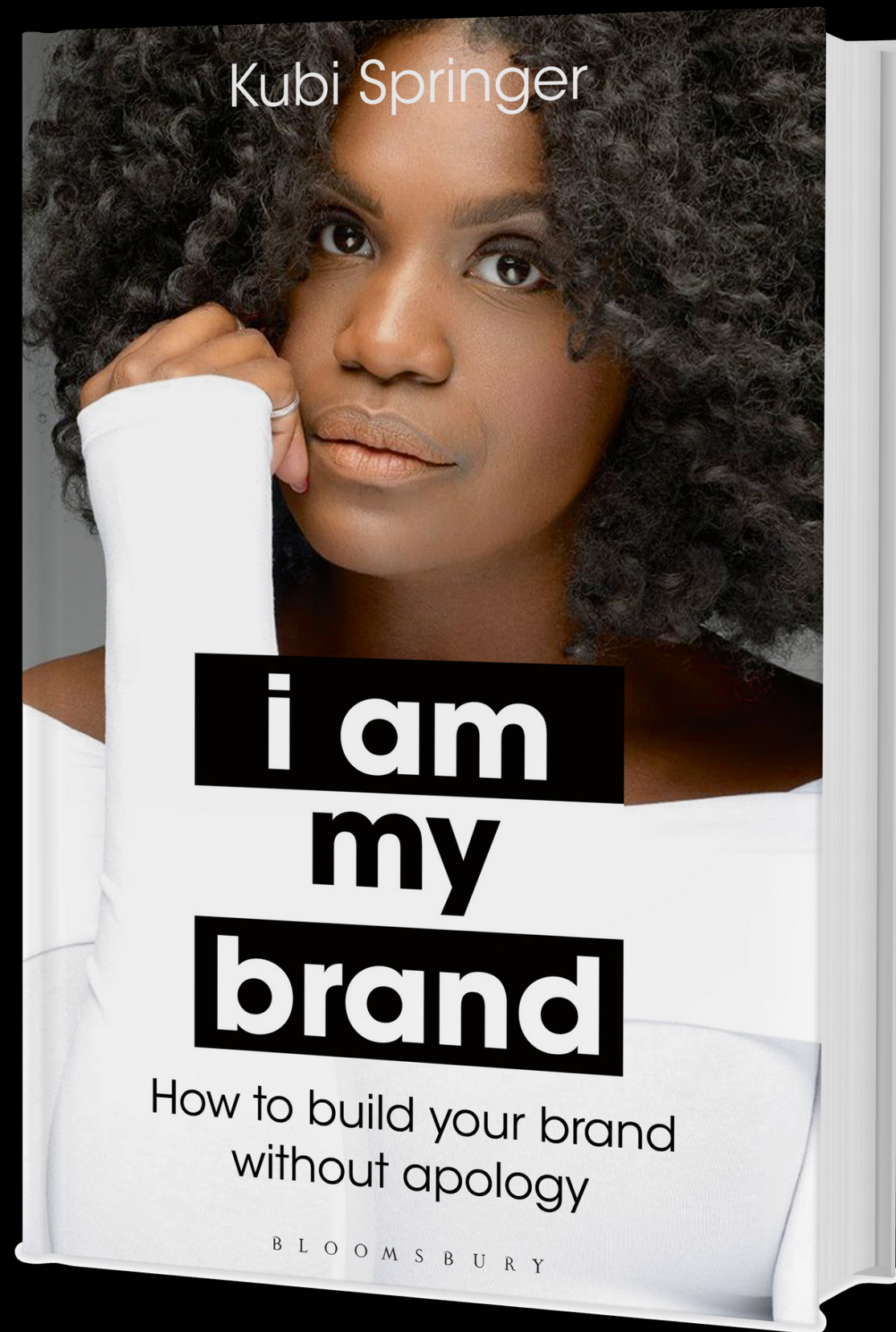
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9. What is your follow up strategy?

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“**DEFINE YOUR BRAND**  
**OR THE WORLD**  
**WILL DEFINE IT FOR YOU**”

Kubi Springer - SheBuildsBrands



[admin@shebuildsbrands.com](mailto:admin@shebuildsbrands.com)



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