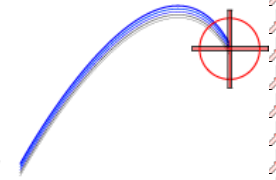




**Indiana Health
Industry Forum**

Kontor

INTERNATIONAL, LLC



CompeteIndiana LLC

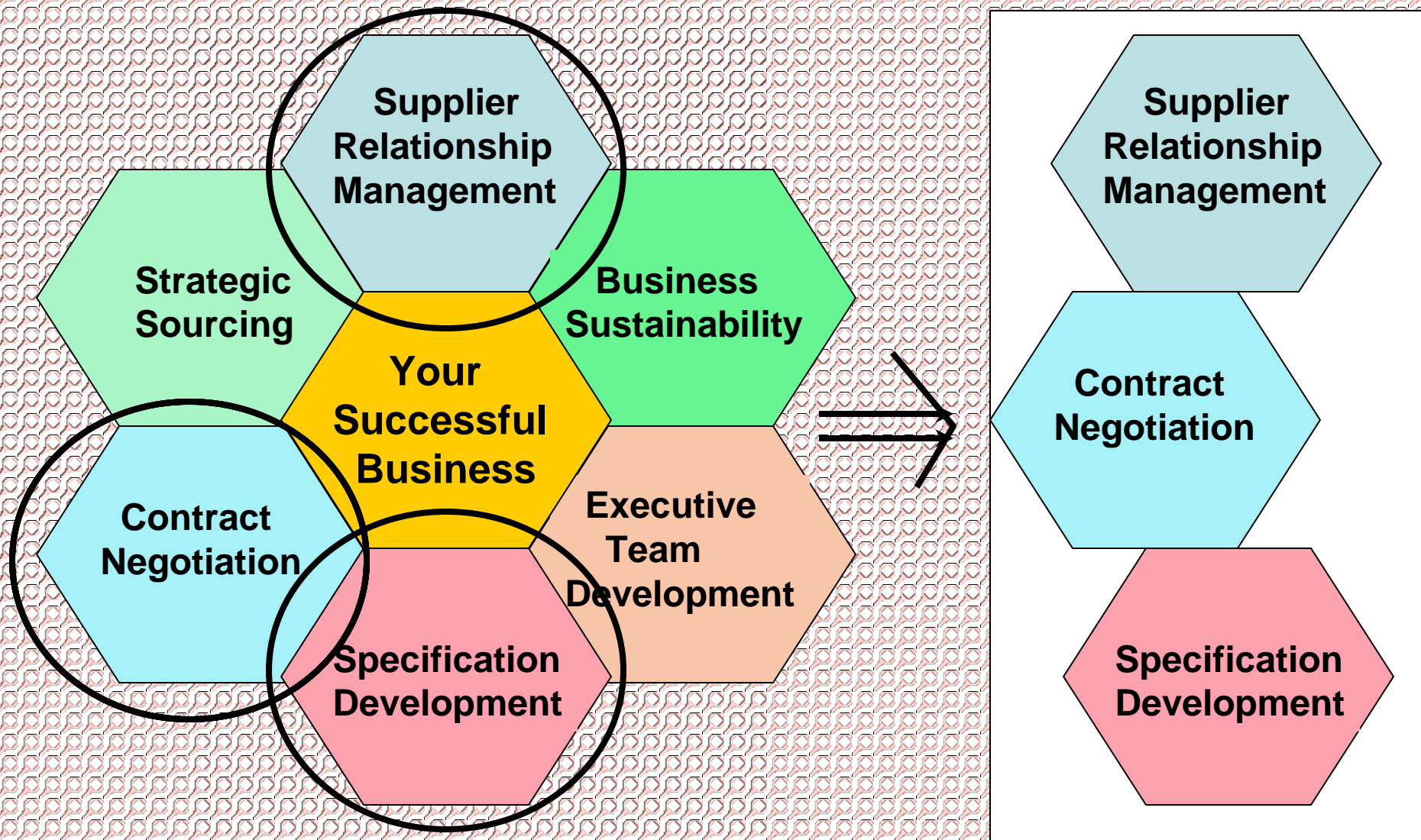
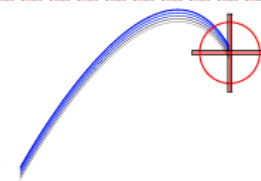
www.kontorinternational.com



Indiana Health Industry Forum

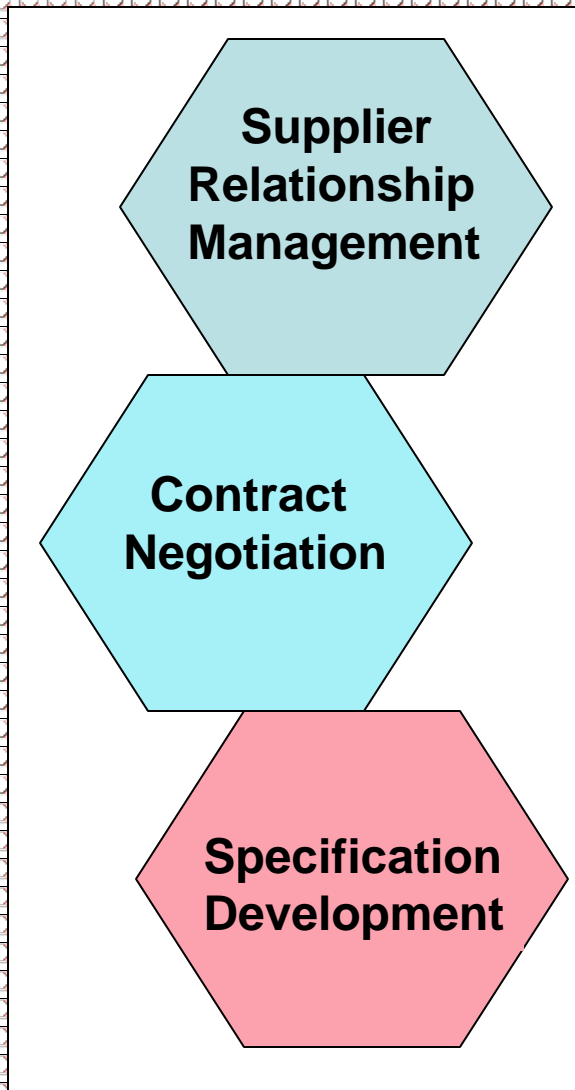
Kontor

INTERNATIONAL, LLC





Indiana Health Industry Forum

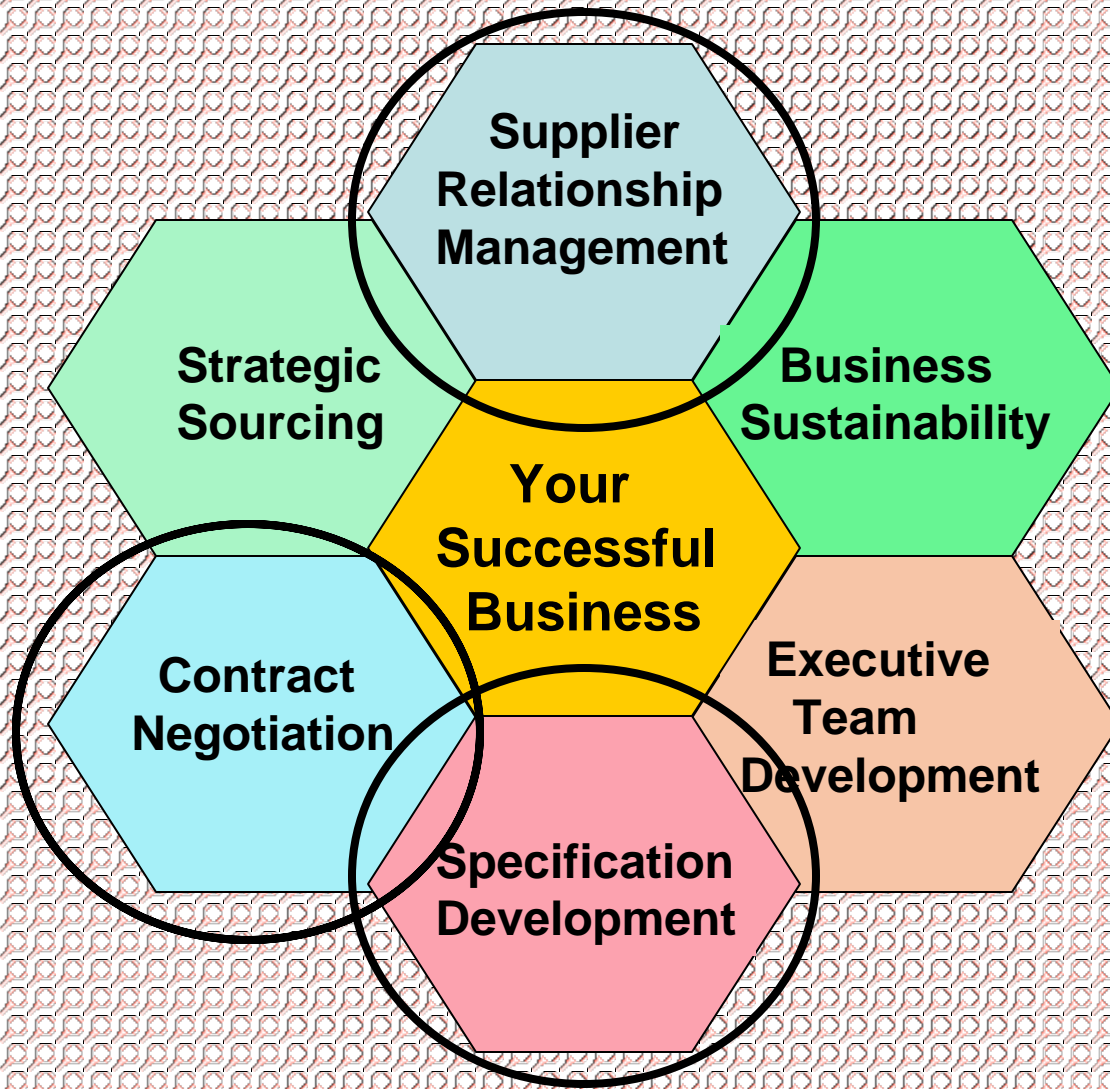


10 Key Attributes

1. Learn what you must have
2. Search for the best three
3. Be flexible and adapt
4. Manage personalities
5. Know your supplier/client
6. Build trust at every level
7. Each contact = negotiation
8. Build the TEAM
9. Live up to your contract
10. Create sustainability



Indiana Health Industry Forum



10 Key Attributes

1. Learn what you want
2. Search for the best three
3. Be flexible and adapt
4. Manage personalities
5. Know your supplier/client
6. Build trust at every level
7. Each contact = negotiation
8. Build the TEAM
9. Live up to your contract
10. Create sustainability