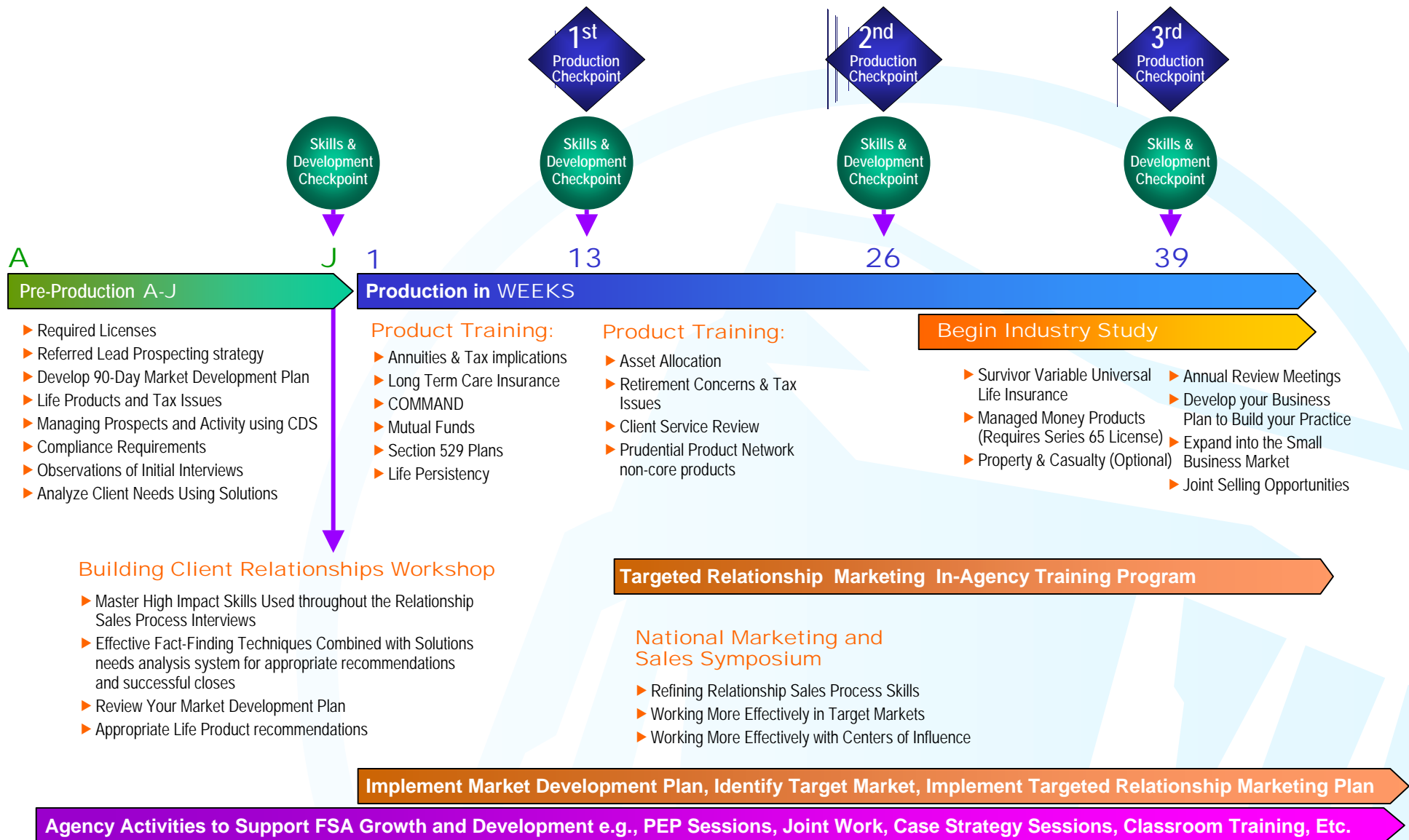


FSA Development Map

Year 1*

Using a strategic marketing plan, establish client relationships in specific target markets. Build product knowledge to analyze and meet client needs. Leverage joint work and mentoring relationships to gain experience and build your business.

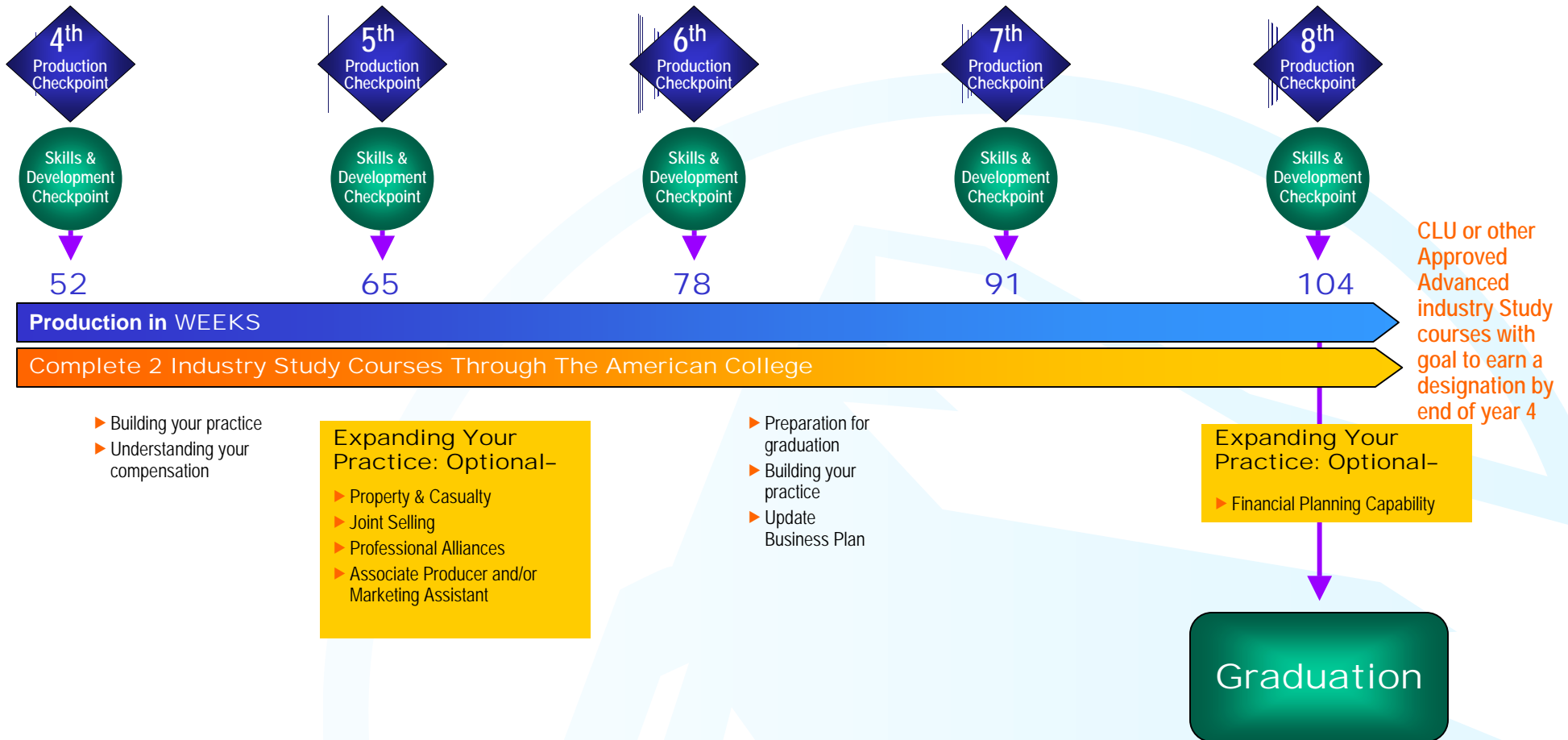


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FSA Development Map

Year 2*

Using a strategic marketing plan, establish client relationships in specific target markets. Build product knowledge to analyze and meet client needs. Leverage joint work and mentoring relationships to gain experience and build your business.



Implement Market Development Plan, Identify Target Market, Implement Targeted Relationship Marketing Plan

Agency Activities to Support FSA Growth and Development e.g., PEP Sessions, Joint Work, Case Strategy Sessions, Classroom Training, Etc.

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