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## EVOLUTION OF A SUCCESSFUL AQUA-AEROBIC PROJECT

A successful Aqua-Aerobic project is as simple as knowing:

- 1) Who the decision-makers are
- 2) The method of procurement
- 3) The competition

### Remember...

- **Decision-Makers** come in many forms:
  - Owners
  - Engineers
  - Operating Staff
  - Funding Agencies
  - Contractors
- **Method of Procurement** — “where there is a will, there is a way”. Even the best method of procurement is only as good as the person administering the procurement method or evaluation
- **Competition** — must be neutralized early in the project and remain neutralized throughout

Following the four steps of a successful Aqua-Aerobic project will maximize both of our time and profits. Please consult the following chart when requesting project workshops, installation visits, and specifications.