



HOW TO WORK WITH

Company's Core Business Activities:

Number of locations and geographic region (U.S. & Canada) TrueBlue service lines used (Labor Ready, Spartan, CLP)

How will they use our services? (job duties, lead time, hours, etc) Compliance Requirements

Ordering process: Central support Local branch

Pricing and Terms

What is the title of the typical "buying influence" at the local level? How should you contact them?

Key Service Expectations

Why did they buy from TrueBlue?

Recommended discovery questions for meeting with local buying influence?

National Account Representative(s)