



LaSalle Solutions

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### Cisco Showcases LaSalle Solutions

Our newest video was created by Cisco and presented at the Partner Summit to showcase the LaSalle team, our LAMP toolset, and how our partnership with Cisco delivers success for all.

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### LaSalle Insights

**Establishing Value Through Questions**  
*An Approach for Increasing Sales*

By **Mike Lockman**, Director of Sales, Northeast

Taking the time to ask the right questions can help prospects better understand their problems and establish the sales rep as capable of providing value, which results in a sale.

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### An Elite Cisco Partner

LaSalle is part of an elite group of Cisco Partners with Gold Partner status as well as Master Collaboration and Master Security Specializations. We even have one of 60 Meraki Masters in the US.

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### Cisco Partner Summit Award

LaSalle Solutions was named Outstanding Customer Satisfaction Partner of the Year in the Americas Central at the Cisco Partner Summit 2016 in San Francisco.

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We look forward to working together. **Contact us today!**



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