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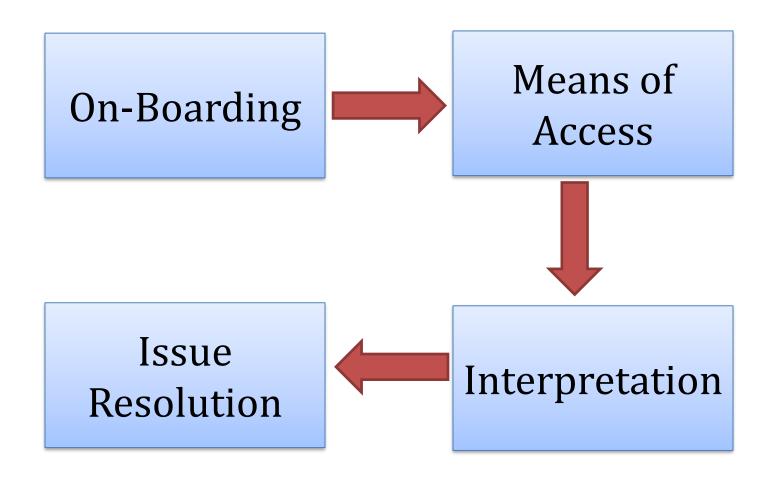
## Two Points ...

- Interpretation clients are not buying interpretation only.
- What's important to them depends on who you talk to (and, really, who has the power) within the client's organization.

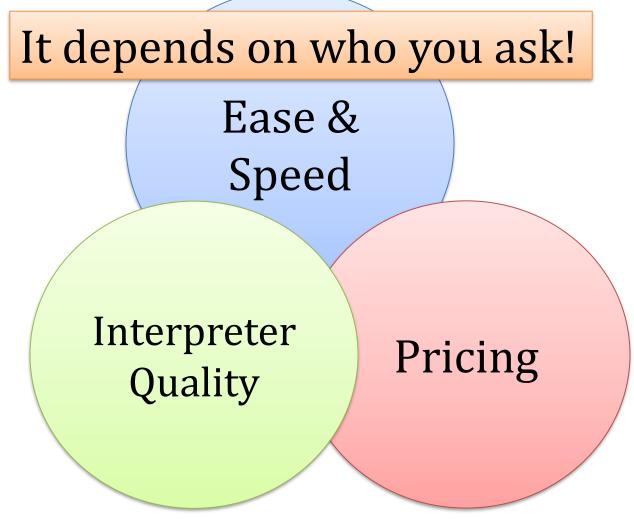
# It All Starts With ...



### Interpretation Clients Pay For ...



# Interpreting Clients Value ...



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# Thank You

