

	How work comes in the door						
1	Strategic Planning						
2	Marketing/BD Planning						
3	Market research						
4	Brand identity and maintenance						
5	Content						
6	Website/social media						
7	Blogging						
8	Advertising						
9	Speaking gigs						
10	Conferences						
11	Networking						
12	Relationship building and maintenance						
13	Pursuit plans or homework ahead of RFP						
14	RFP Compliance						
15	Proposals						
16	Interviews						
17	Debriefs						
18	Closing the sale						
19	Project delivery						
20	Client check-ins						
21	Recruiting/staffing						
22							
23							
24							
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26							