

Selling As A Global Network

Promoting More Global Work in Your Local Markets
February 2021



GLOBAL NETWORK

Agenda

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1. Welcome and Sequoia Global Network Business Update	:00-18:39
2. Selling As A Global Network: Objectives/Background	18:40-33:25
3. Defining the Competition	33:26-43:36 +Poll #1
4. Positioning and Differentiating Sequoia and The Sequoia Global Network	43:37-1:03:12
5. Target Opportunities	1:03:13-1:07:05 +Poll #2
6. Case Study Breakout Session	1:07:06-1:30:07
7. Best Practices	1:30:08-1:33:14
8. Open Discussion/Next Steps	1:33:15-1:34:37

