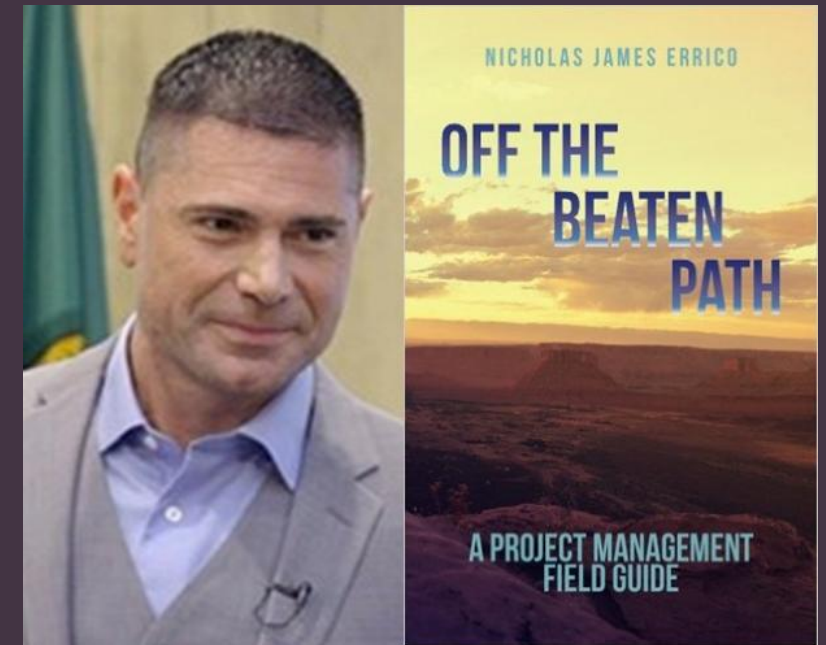


OPTIMIZING YOUR CUSTOMER RELATIONSHIP



Nicholas Errico

Nicholas.James.Errico@gmail.com

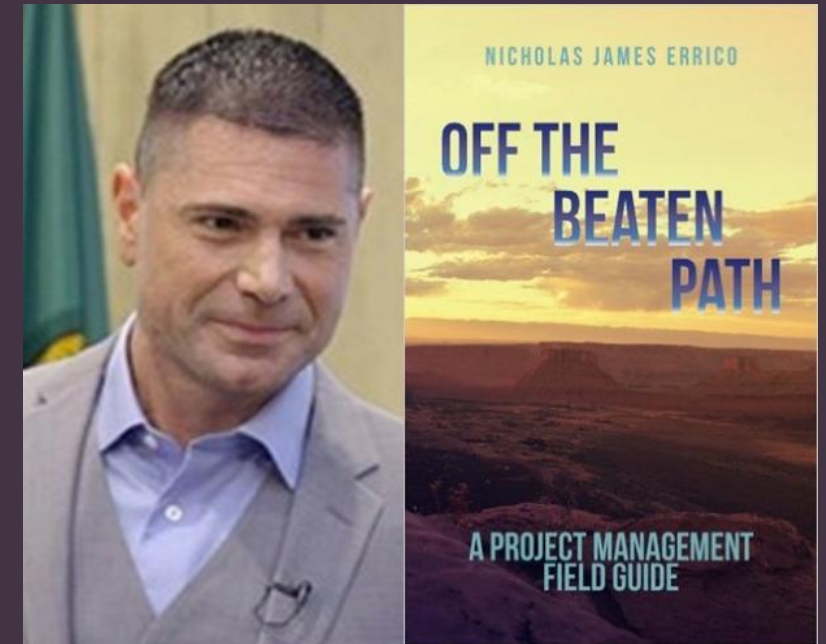
www.NicholasJamesErrico.com

PMI(15x), SAFe(9x), Misc Agile(22x)

NVIDIA(5x), AWS(15x), GCP(11x), Azure(4x)



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LET'S BE CLEAR: **WHY** OPTIMIZE?



1949 Elkin, North Carolina





WHY DOES THE PROJECT MANAGER HAVE A **JOB**?



What
is?

SUCCESS



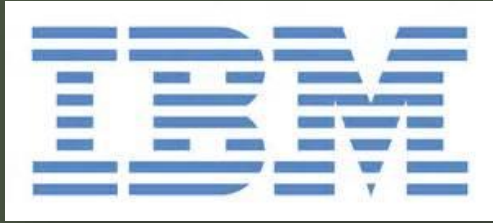
SUCCESS IS NOT BY ACCIDENT



DOING, DIRECTING, AND **LEADING**



BECOME A **PERSON**, MAKE IT **PERSONAL**, NOT PERSONNEL

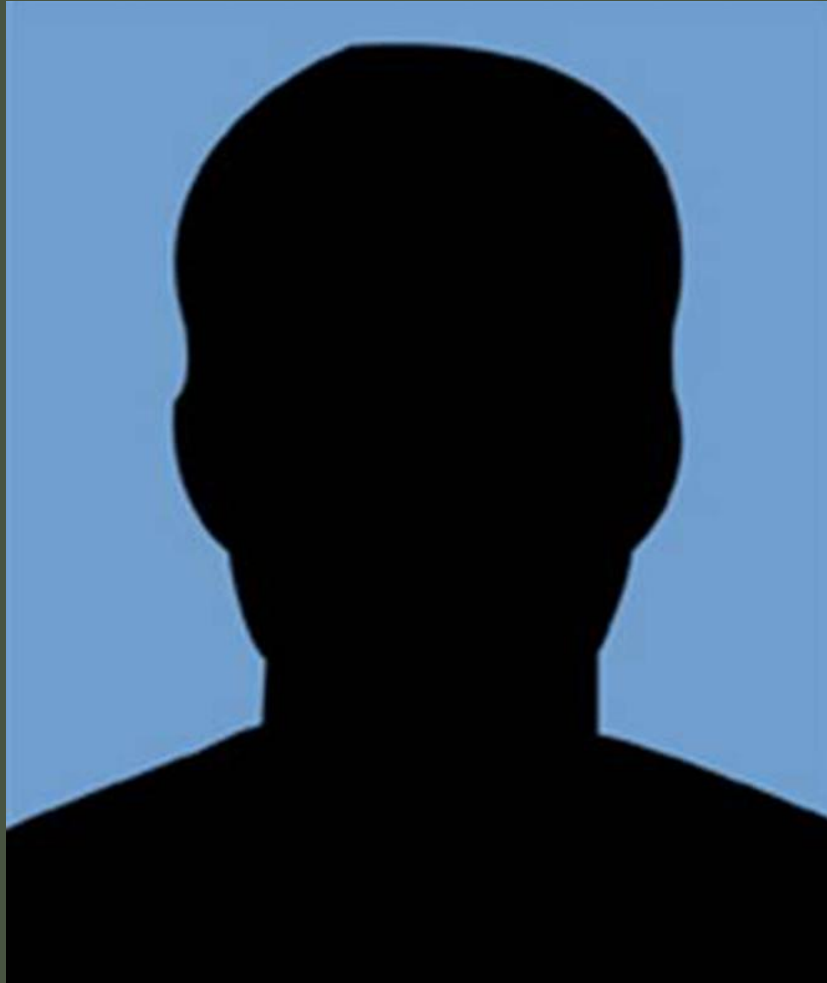


100% GENUINE

FULL TRANSPARENCY



YOU ARE THE HIDDEN SALESFORCE



SCOPE  OUT

WHAT WILL **YOU** DO **DIFFERENT** TOMORROW?



DELIVER

RELATE



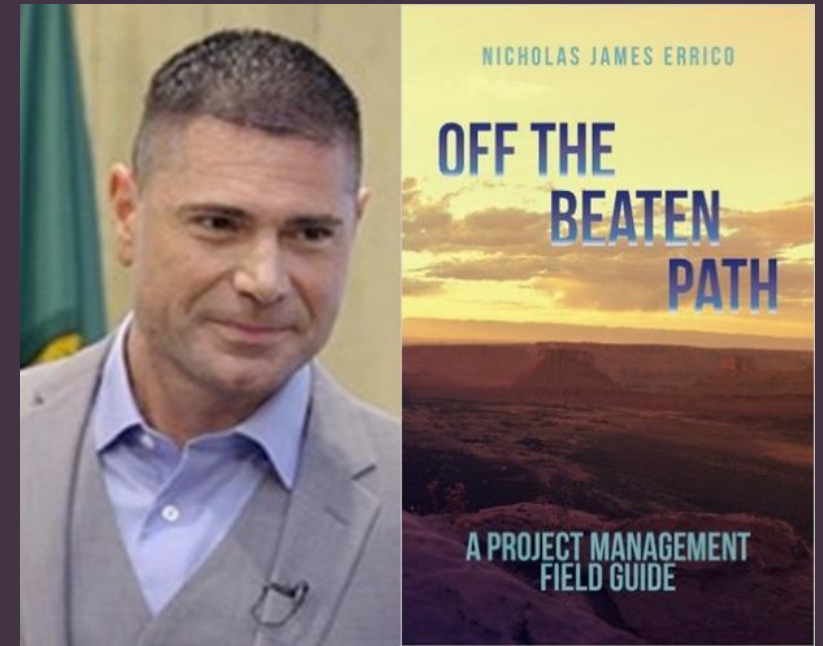
SELL



OPTIMIZING YOUR CUSTOMER RELATIONSHIP

- DELIVER
 - RELATE
 - SELL

Thank You!



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