



# Meet Kate Kingston

Kate Kingston, President & Founder of the Kingston Training Group has been exclusively educating business technology sales executives on every type of prospect across 60+ industries and how they proprietarily use technology for the last 18 years. This knowledge is the cornerstone of KTG's prospecting training and empowers the sales executive to schedule more net new meetings at the C-Level with a vertical focus through foot, phone, email, and social media to (money - back) guarantee at least a sustainable 50% increase in net new meetings so they can sell more Hardware, Software, Document Management, Managed IT, MPS, MS, ECM, 3D, Supplies, Telecom, and Mailing solutions across your entire salesforce. This results in a sales force that can recommend the right technology infrastructure solutions by enhancing their understanding of their prospect's business creating more robust proposals and sales.

Kate is a recognized as an authority on lead generation, recruiting new hires from a prospecting skill base prospective, and new business development. Kate is a sales-driven, energized communicator. She uses humor, audience participation, proven techniques, handouts and real time phone calls in her training sessions.

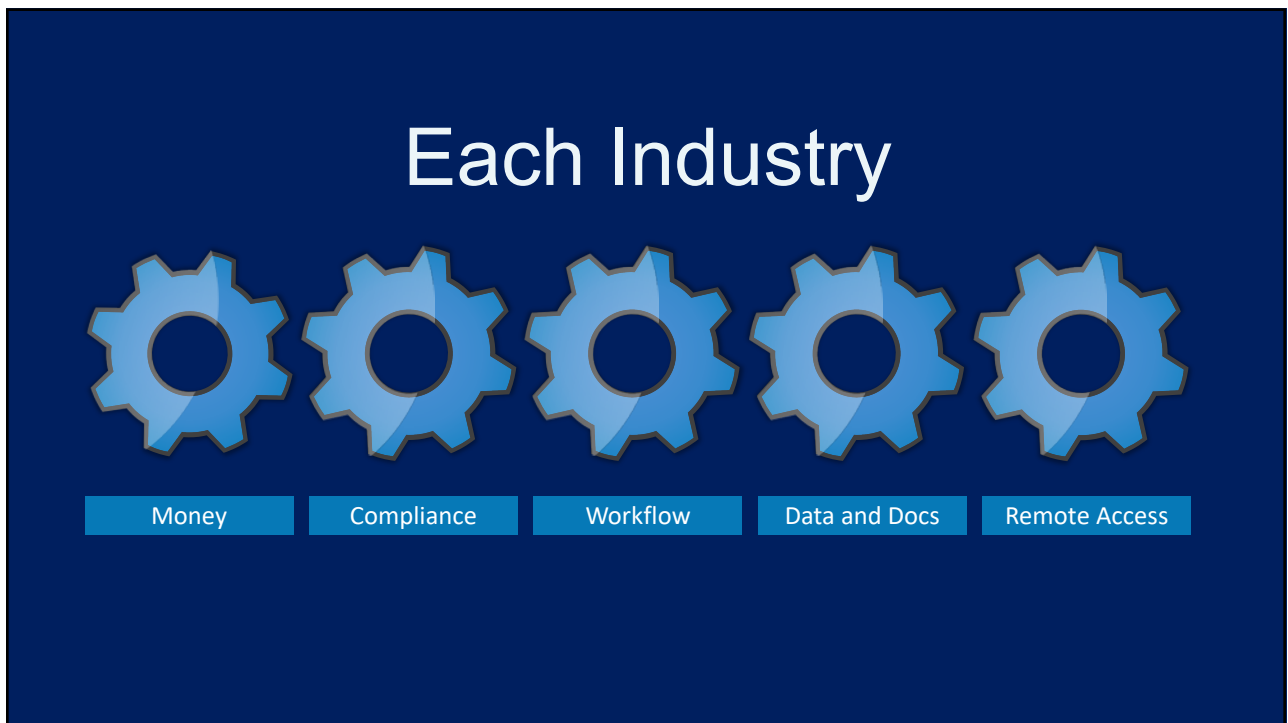
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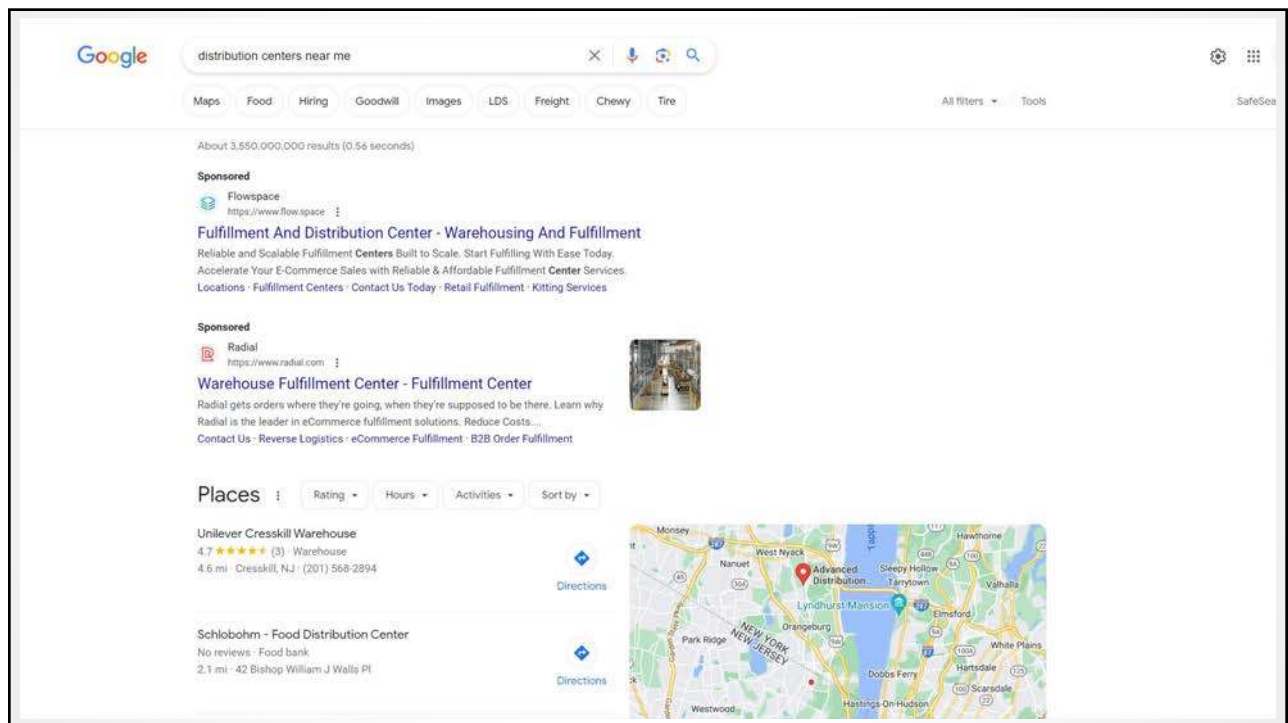
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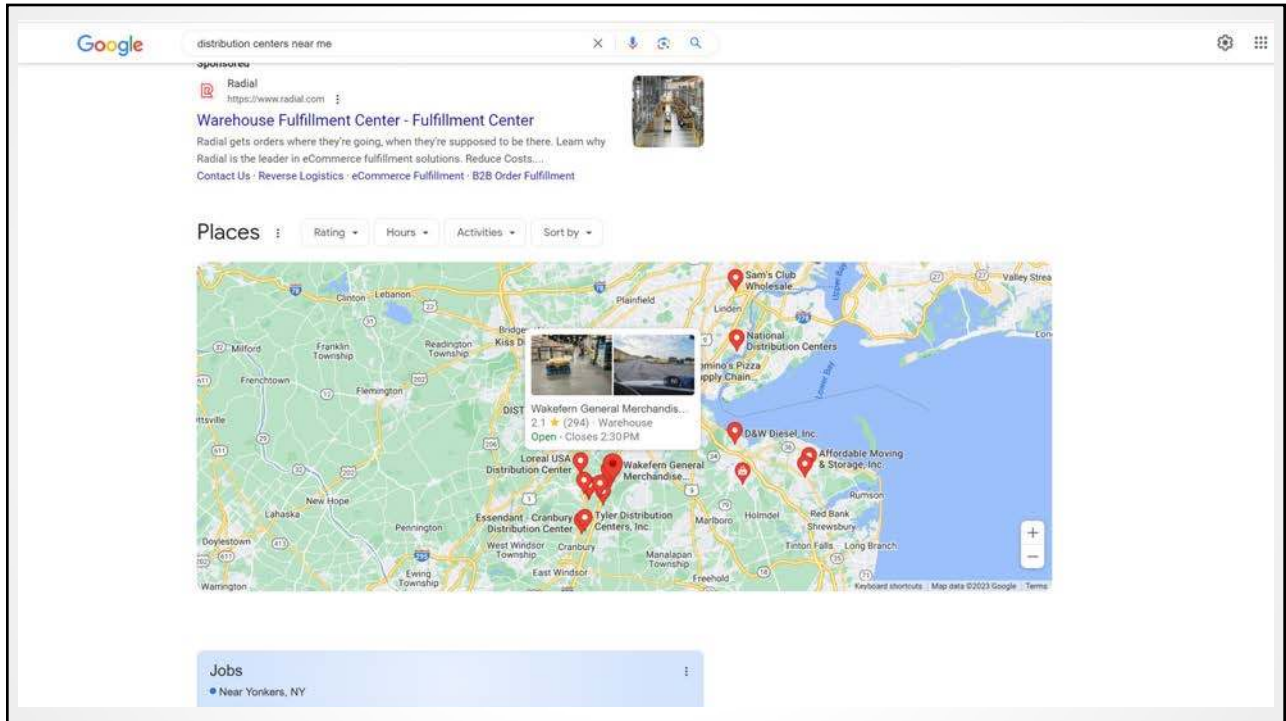
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Screenshot of the Holland & Knight website featuring an article titled 'Making the Assist in Athletic Conference Realignments'. The page includes a navigation menu, a main article with a 'Read More' button, and a sidebar with related articles.

**Holland & Knight**

Practices Professionals Industries Insights Events News The Firm

## Making the Assist in Athletic Conference Realignments

A university or athletic conference considering conference realignment faces a multitude of legal issues involving, among other things, conference constitutions and bylaws, media contracts and the seemingly inevitable threat of litigation. Holland & Knight's Education Team helps clients in this critical juncture of sports and law.

[Read More](#)

**Making the Assist in Athletic Conference Realignments**

- Advising ESOP-Owned Government Contractor on Sale to Private Equity
- Defending the Pennsylvania House's Right to Legislate
- Getting in Its Own Way: Behind California's CEQA Curtain
- Protecting U.S. Trademarks Abroad

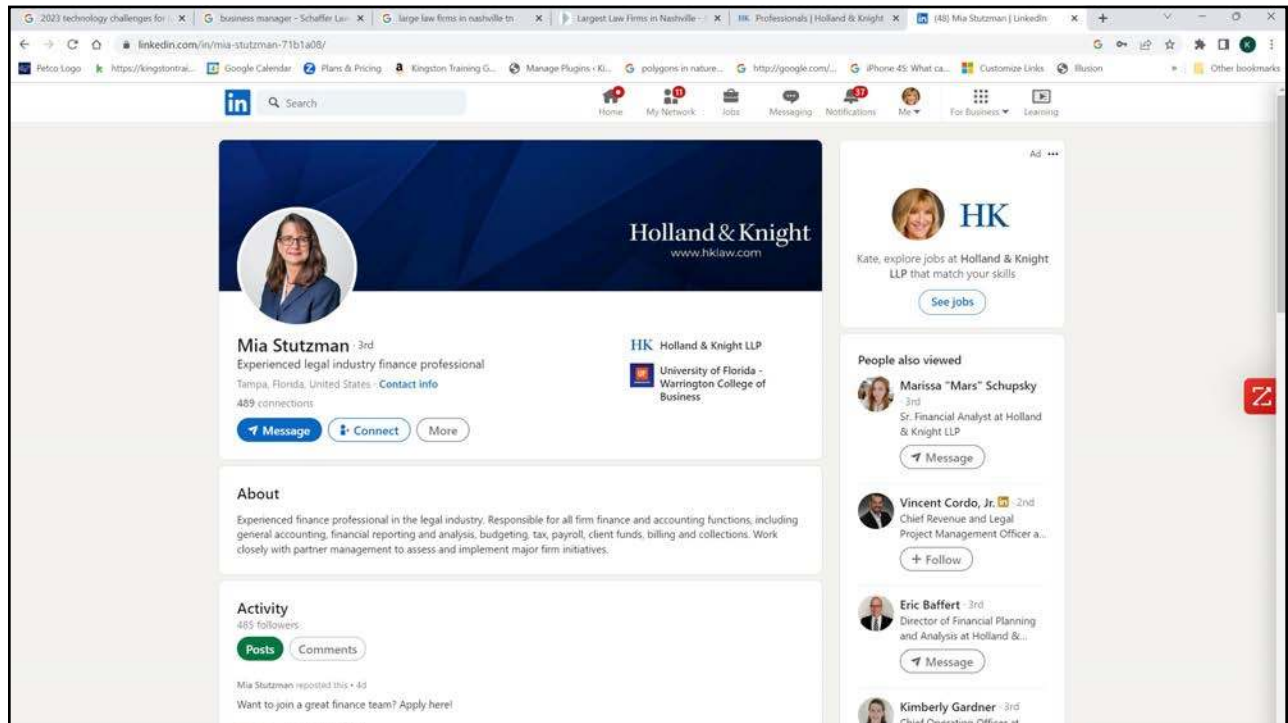
10

This screenshot shows a Google search for "CFO- holland & knight". The search results are filtered for "Hastings-On-Hudson, NY". The primary result is for "Holland & Knight", a law firm. The listing includes a "Home" link, a description of the firm's services, and sections for "Professionals", "Offices", and "Careers". A detailed business card for "Holland & Knight LLP" is displayed on the right, featuring a 3.7-star rating, address (31 W 52nd St, New York, NY 10019), phone number (212) 513-3200, and operating hours (Closed, opens 8 AM Mon). A "People also ask" section is visible at the bottom left of the search results.

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This screenshot shows a Google search for "CFO- holland & knight" with results filtered for "Professionals". The top result is for "Mia Stutzman | Professionals", identifying her as the Chief Financial Officer for Holland & Knight. Below this, there are LinkedIn and Comparably profiles for "Mia Stutzman - Chief Financial Officer - Holland & Knight LLP". The Comparably profiles include details about her role as Chief Financial Officer and Chief Administrative Officer, along with a 4.5-star rating and 138 votes. A Zippia profile for "CEO & Executives - Holland & Knight Leadership" is also visible at the bottom.

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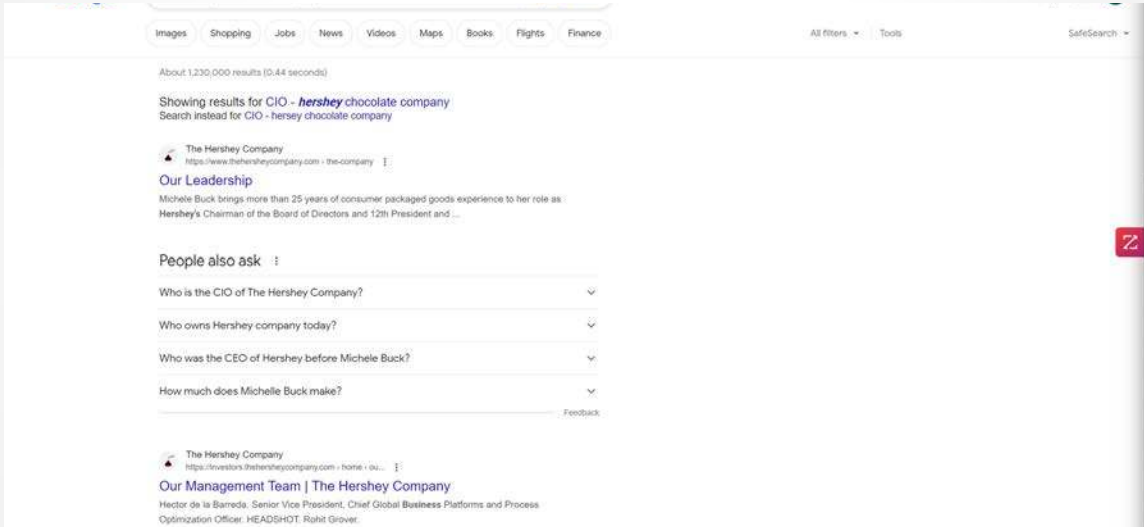


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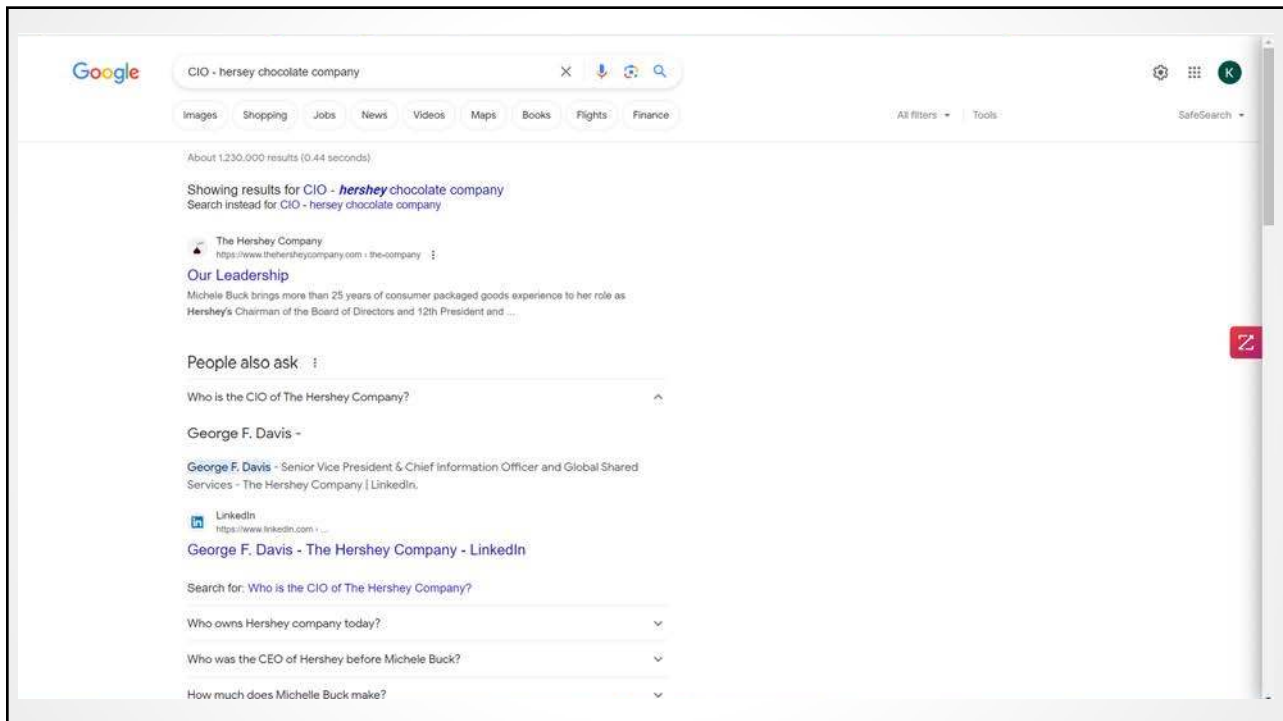


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# Finding the Decision Maker

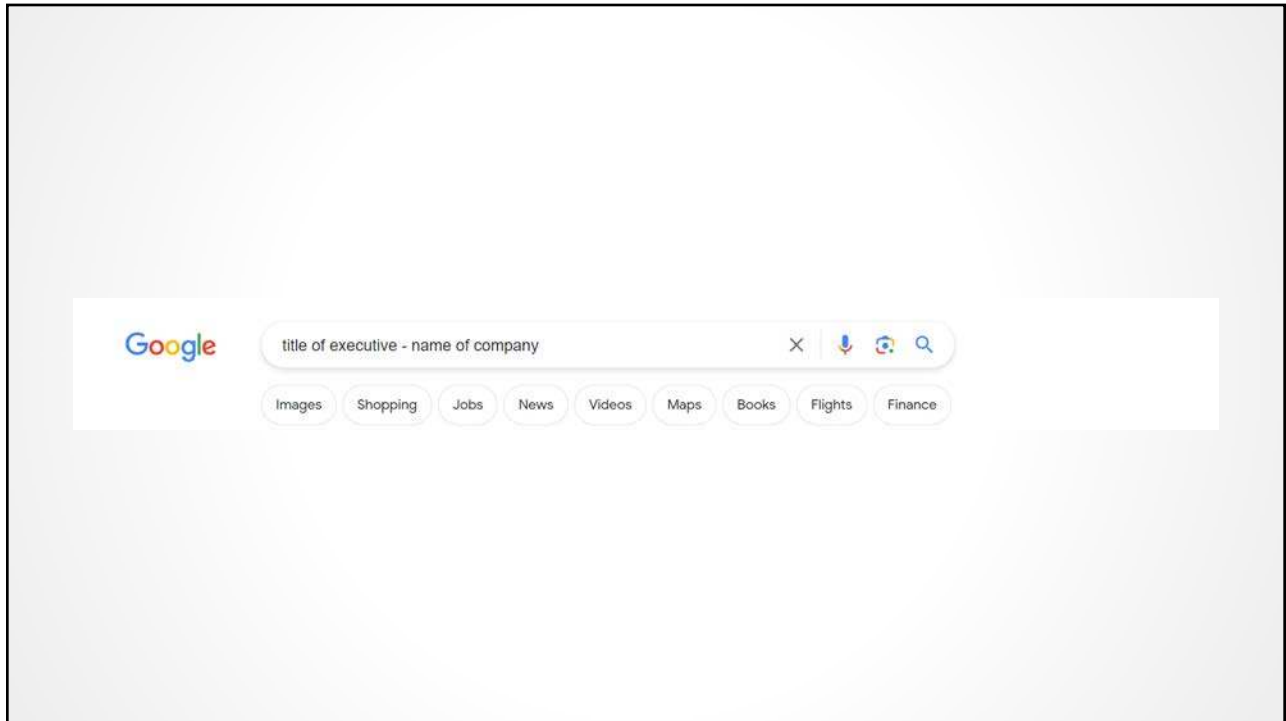


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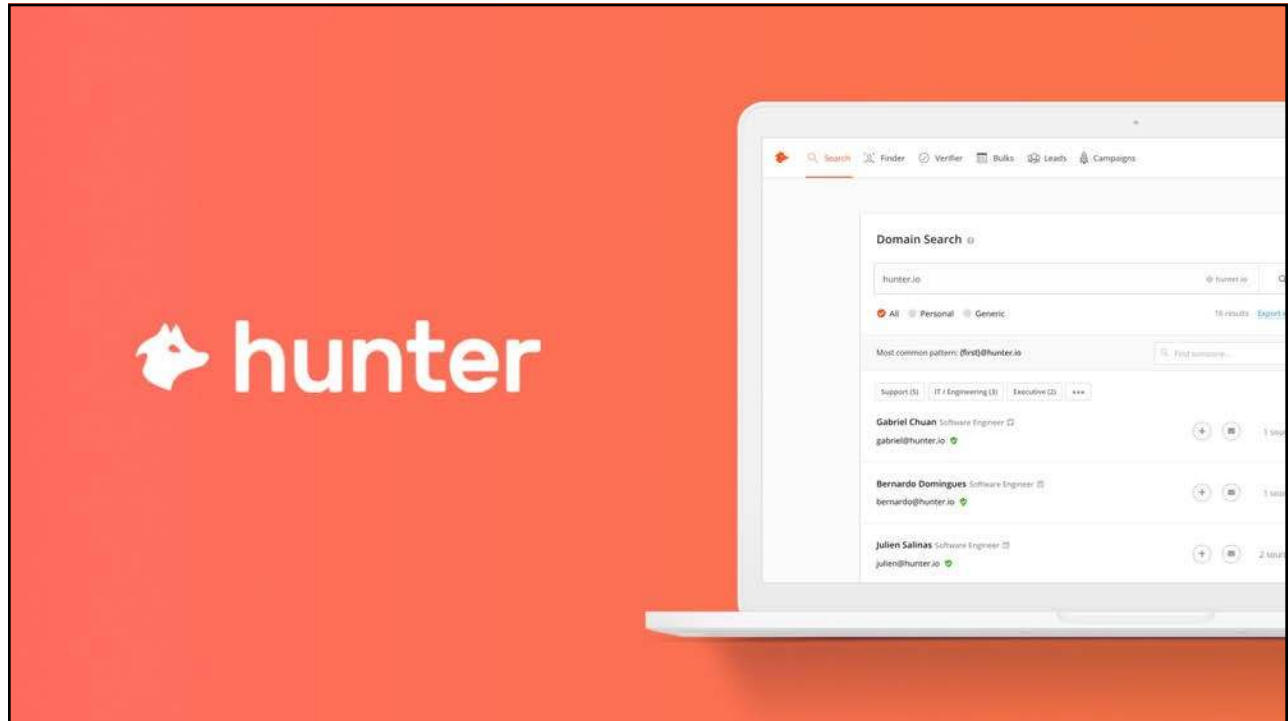
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# C-Level Executive

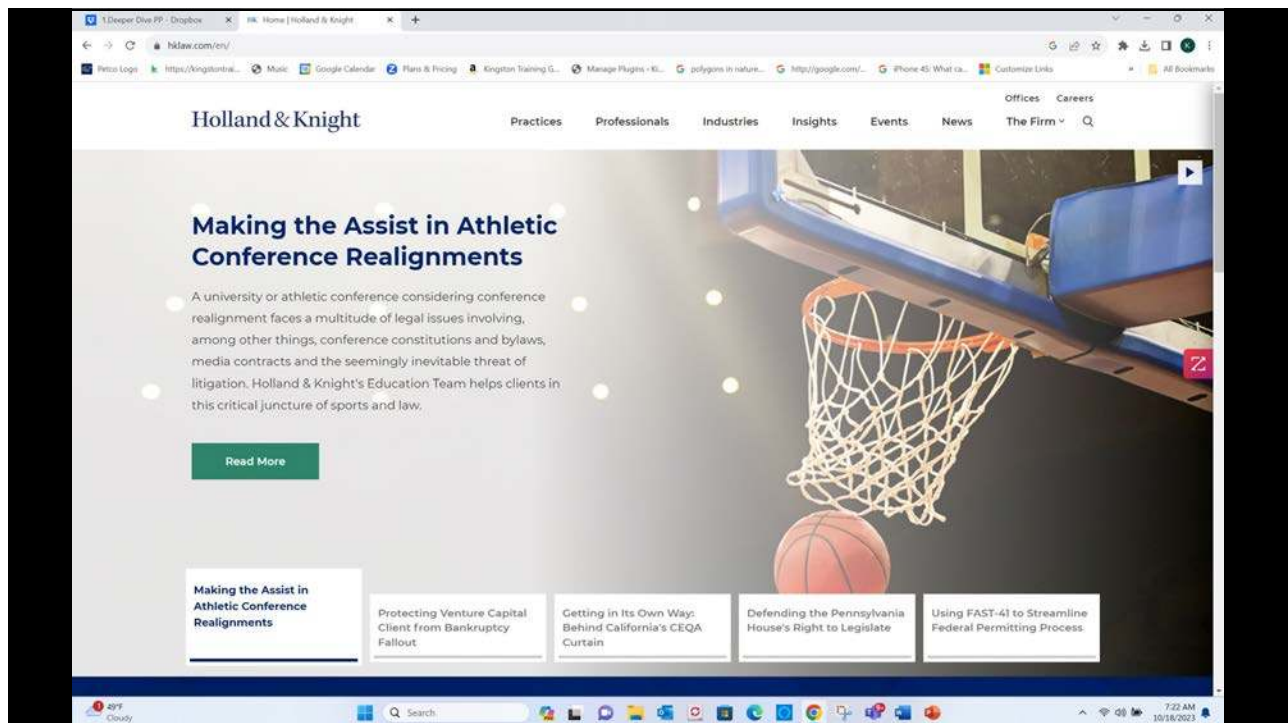
**A top corporate executive whose job title begins with the letter 'C,' which stands for 'Chief.'**

<i>C-Level Suite</i>	<b>CHRO</b> <i>Chief Human Resources Officer</i>	<i>High Fliers</i>
<b>CFO</b> <i>Chief Financial Officer</i>		<b>CMO</b> <i>Chief Marketing Officer</i>
<b>CEO</b> <i>Chief Executive Officer</i>		<b>COO</b> <i>Chief Operating Officer</i>
<b>CIO</b> <i>Chief Information Officer</i>		<b>CTO</b> <i>Chief Technology Officer</i>
	<b>CIO</b> <i>Chief Investment Officer</i>	

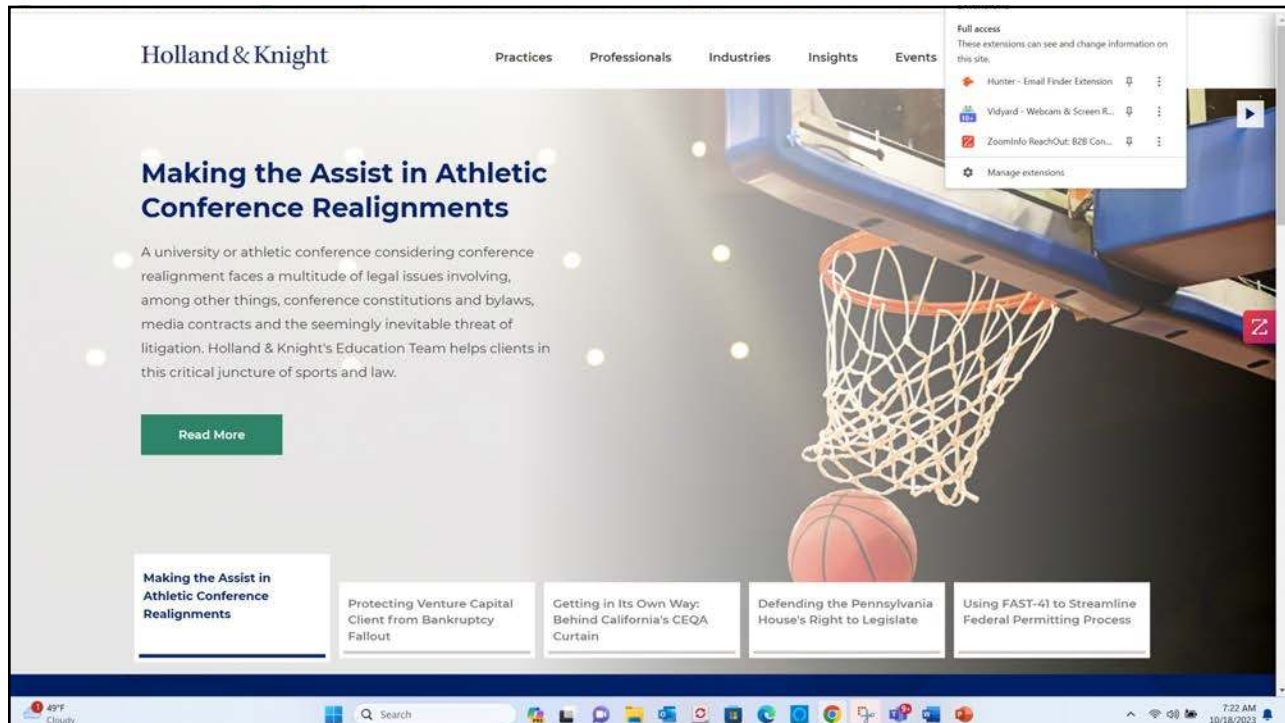
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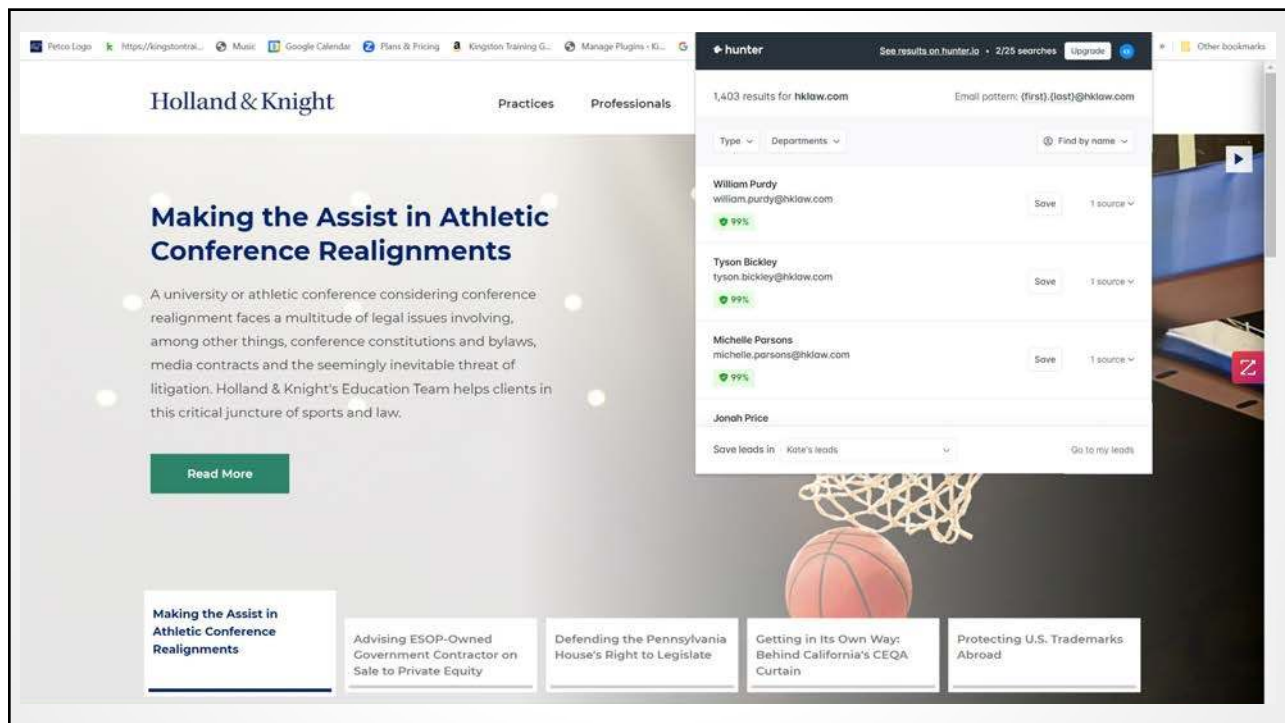
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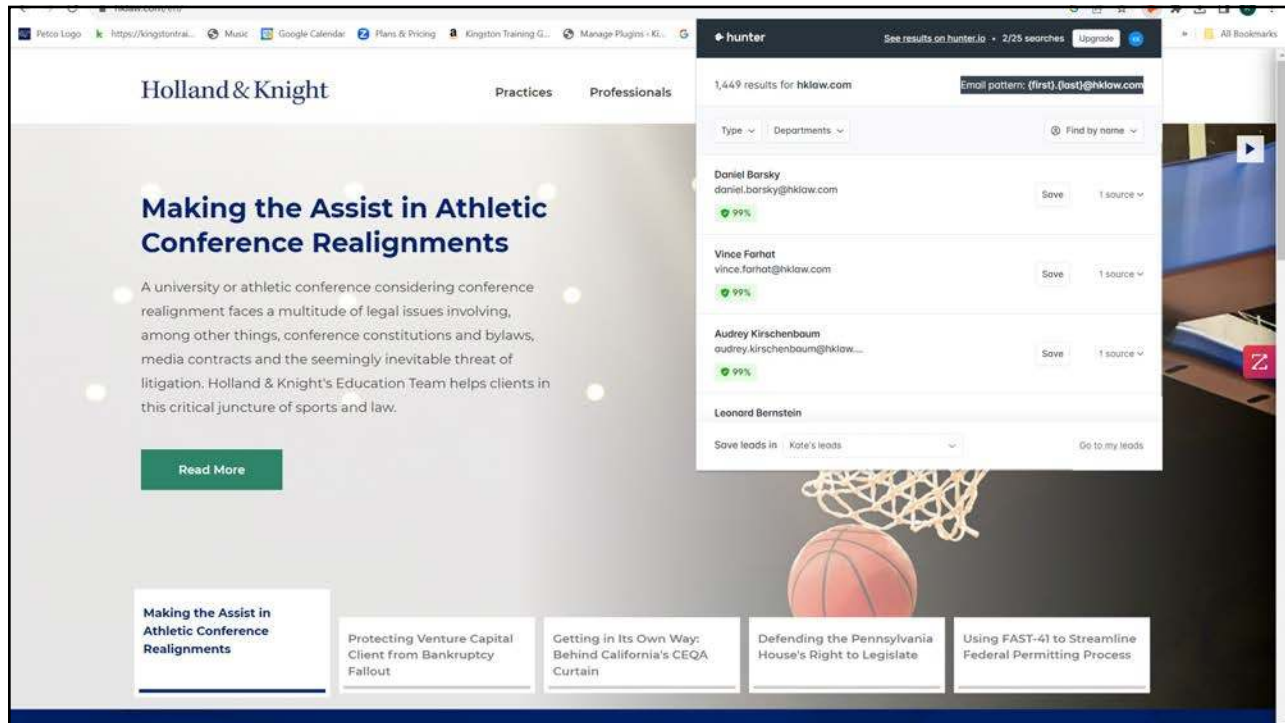
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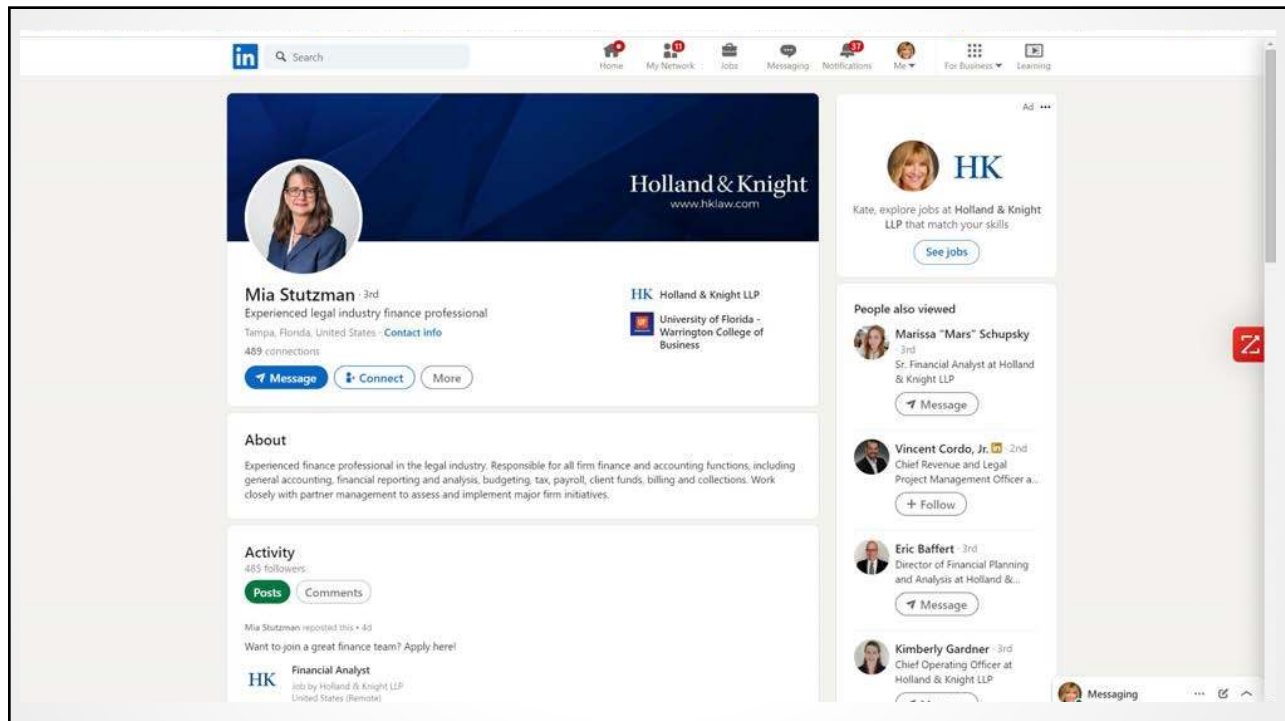
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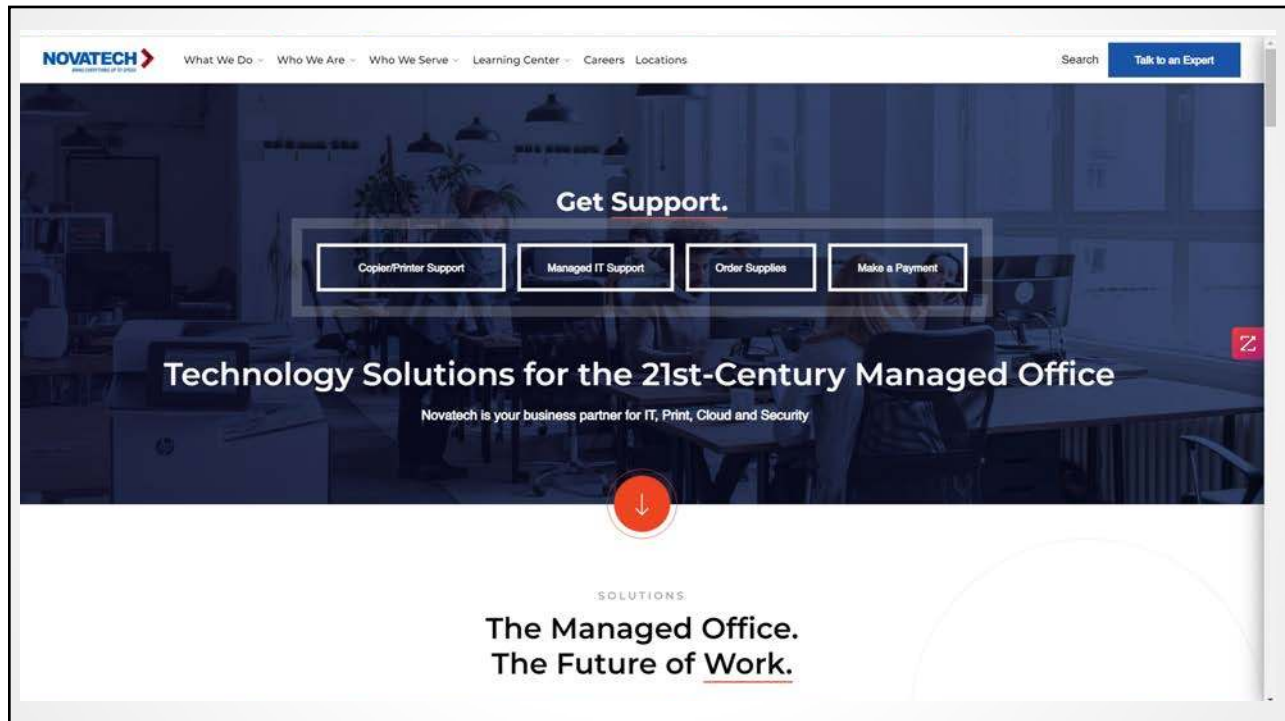
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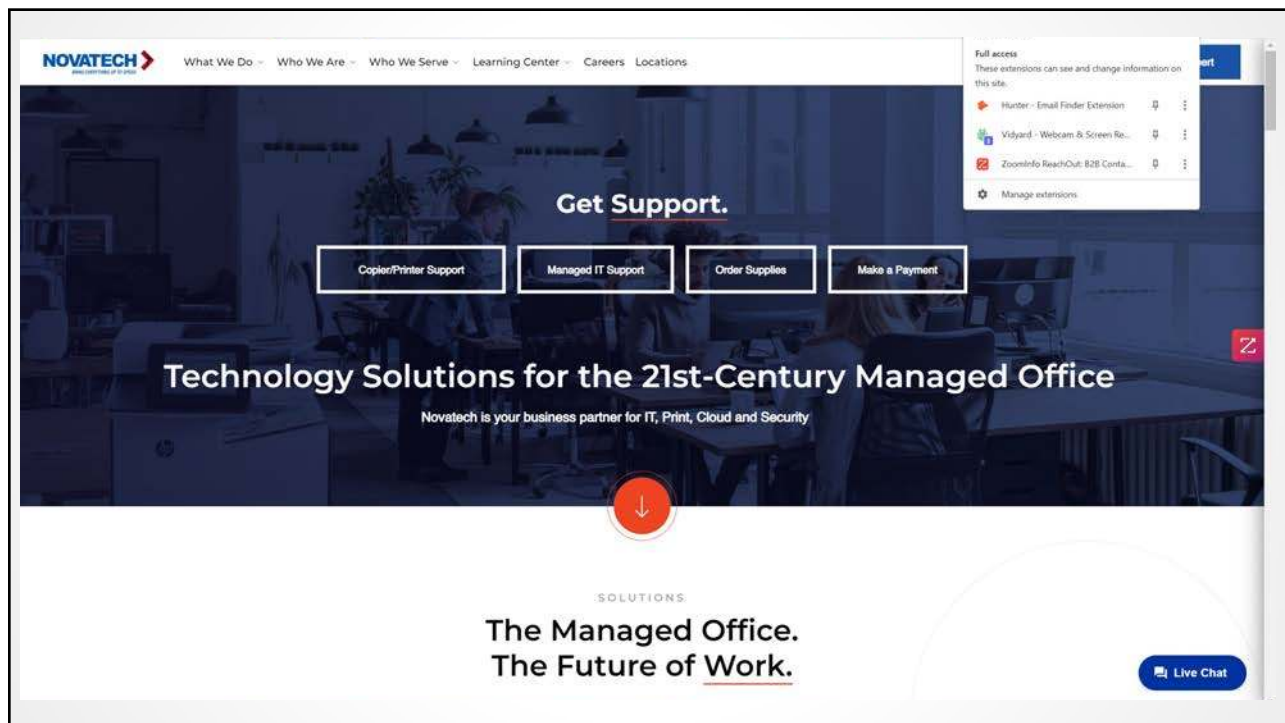
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15 results for novatech.net      Email pattern: {first}.{last}@novatech.net

Type ▾      Departments ▾      Find by name ▾

<b>Dave Moorman</b> dave.moorman@novatech.net	+1 615 784 5444	Save	2 sources ▾
94%			
<b>Jim Haney</b> jim.haney@novatech.net	+1 615 784 5444 Vice President Of Marketing	Save	5 sources ▾
94%			
<b>Lucas Leverett</b> lucas.leverett@novatech.net	HR	Save	12 sources ▾
93%			
<b>Bryan Gilbert</b>	+1 817 680 6410		

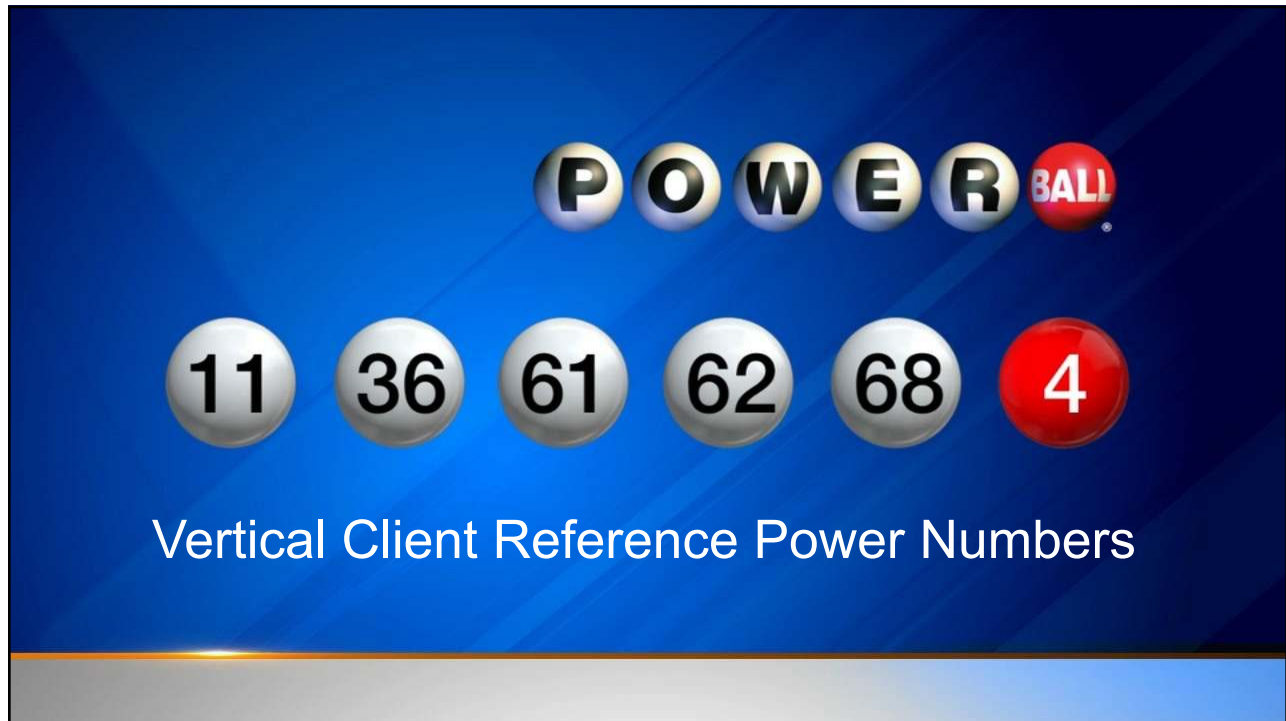
Save leads in: Kate's leads ▾      Go to my leads

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Google      title of executive - name of company      X      🔊      🌐      🔍

Images      Shopping      Jobs      News      Videos      Maps      Books      Flights      Finance

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**P O W E R BALL**


**11 36 61 62 68 4**

Vertical Client Reference Power Numbers

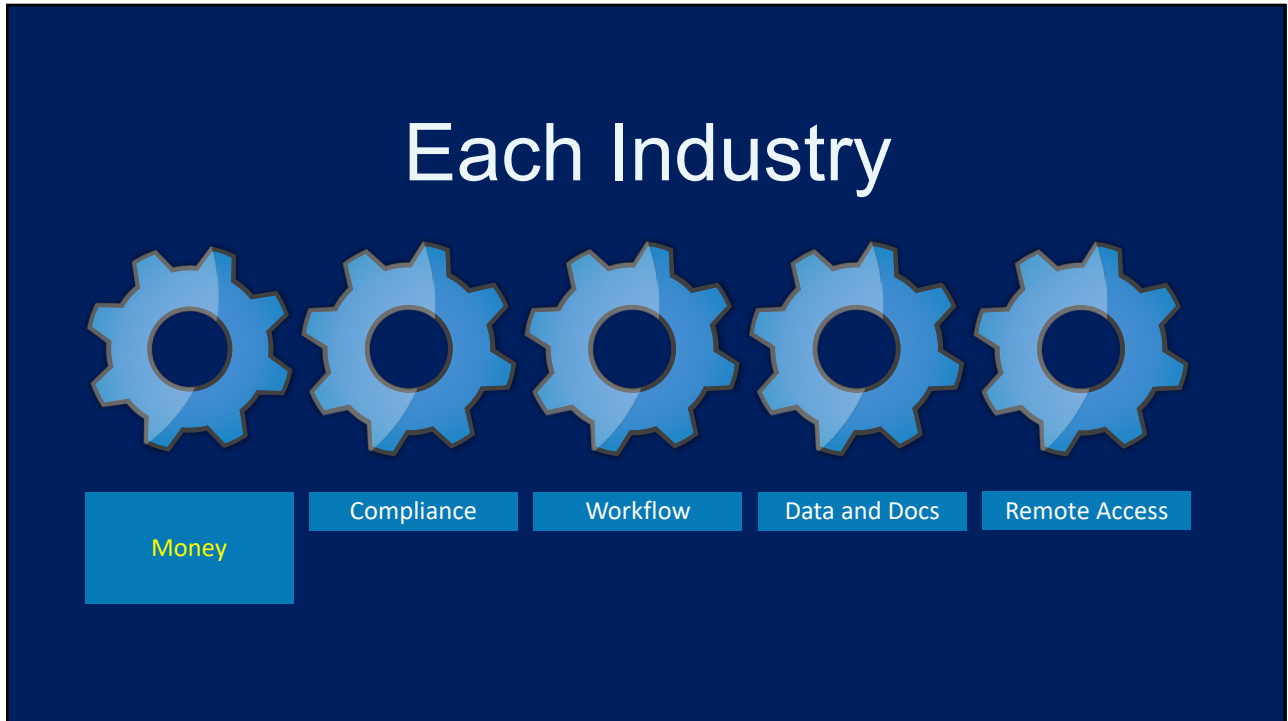
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## Use Client References

- We partner with several other Banks
- We support 28 other prominent banks here in New Jersey like Apple Bank
- and Johnson's Bank



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33



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Kingston Training

### How Industries Make Money

- Accounting**
  - Gaining more tax prep and financial planning clients.
- Advertising**
  - Pitch and land more campaigns.
- Aerospace**
  - produce and sell more aircraft and commercial sector military devices.
  - Most of these products are purchased by federal government.
- Agriculture**
  - Independent farms take advantage of their land and advance technologies to yield more profit from their crops or dairy products
- Aircraft Repair and Services**
  - Providing services to air transportation operators like aircraft inspection and testing ferrying aircraft between departure gates and taxiways and aircraft parts overhaul
- Architect**
  - Landing more projects more profitably.
- Associations**
  - In their pursuit of recruiting and retaining more members.
- Auto Dealers**
  - Sell and Service Font icles more profitably.
- Banking**
  - Write more Loans and Open more accounts more profitably.
- Bio-Tech**
  - Getting products to market as fast and as compliantly as possible.
- Car Rental**
  - Drive profitably into every rental.
- City/Municipal Courts**
  - Create and deliver back a hard dollar budget surplus.
- Cities/Municipalities**
  - Creating a budget surplus identifying a cost reduction in the technology spend
- College**
  - Create and deliver back a hard dollar budget surplus.

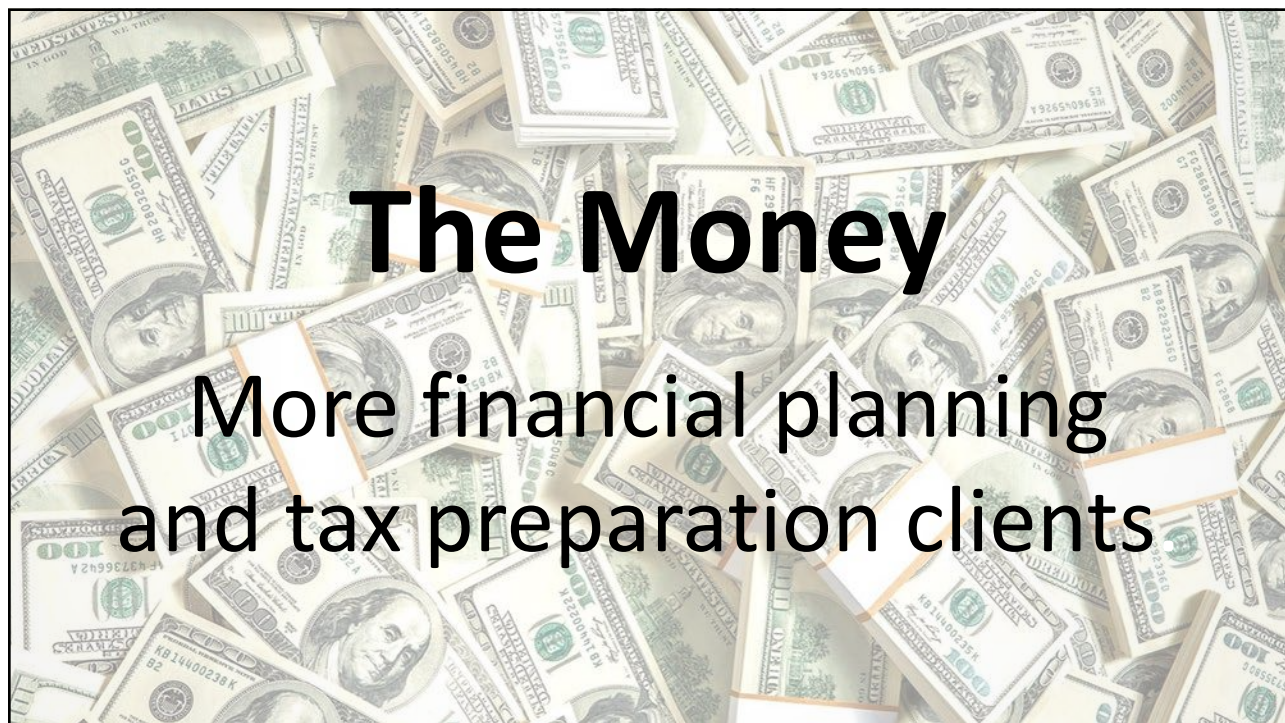
Kingston Training Group – 646.831.5184 – [kingston@kingstontraining.com](mailto:kingston@kingstontraining.com)

Kingston Training

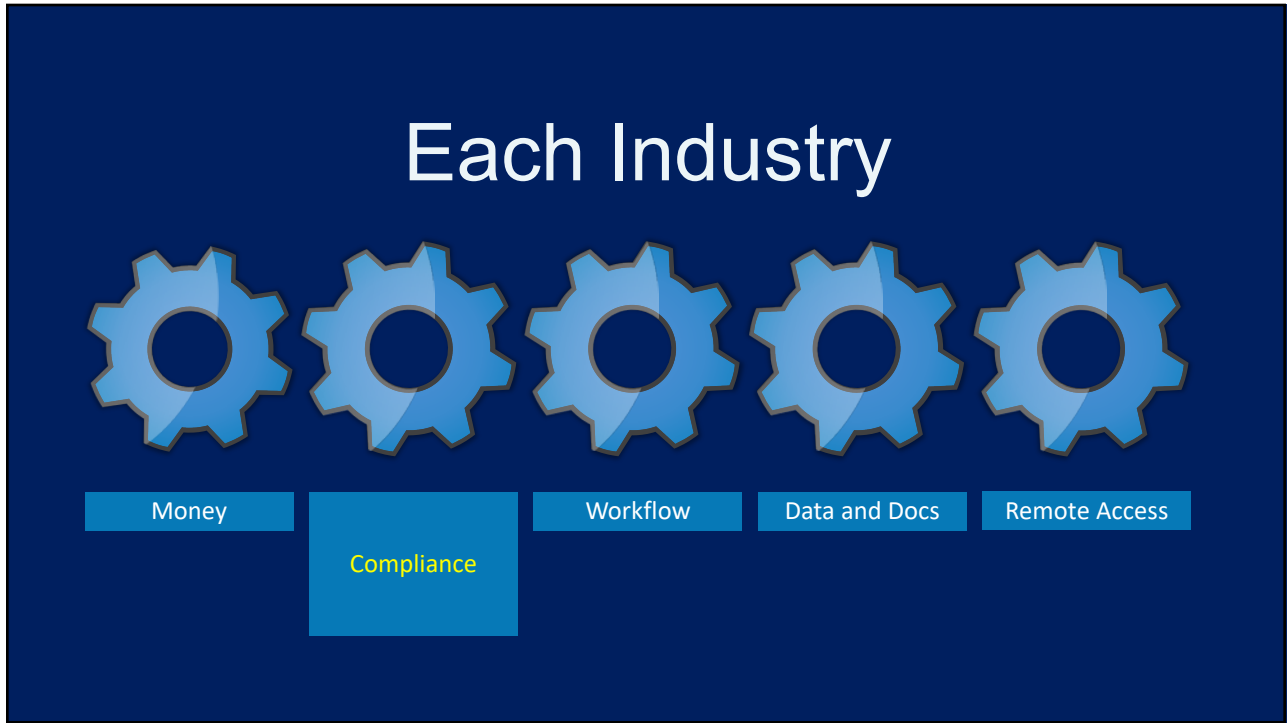
- Construction**
  - Driving additional profit into each project.
- Credit Union**
  - Write of more loans, open more accounts, and gain more members.
- Dental**
  - Drive more profitability with every patient visit.
- Distribution**
  - Creating and preparing more bids more profitably.
- Education/Schools**
  - Driving a soft and hard dollar budget back to the school.
- Employment/Staffing**
  - Executing on more job orders and placement more profitably.
- Financial Planning /Wealth Management**
  - More AUM's under management. Assets under management
- Fitness Clubs/Gyms**
  - They make money by driving up membership and personal training
- Funeral Home**
  - Drive profit with their pre-plan and at need clients.
- Golf Courses/Country Clubs**
  - They make money by gaining more members and golf tee charges and events.
- Healthcare**
  - Driving additional profitability into every patient visit.
- Hotels/Motels**
  - Driving up profitability into every guest stay. More heads in beds
- Hospice/Homecare**
  - They receive funds from government programs private insurance and private pay they're reimbursed from Medicaid Medicare for round the clock nursing care
- Insurance**
  - Write more policies and get information to the underwriter faster even with remote collaboration.
- Landscape Architecture**
  - Win more bids and drive profitability into each project

Kingston Training Group – 646.831.5184 – [kingston@kingstontraining.com](mailto:kingston@kingstontraining.com)

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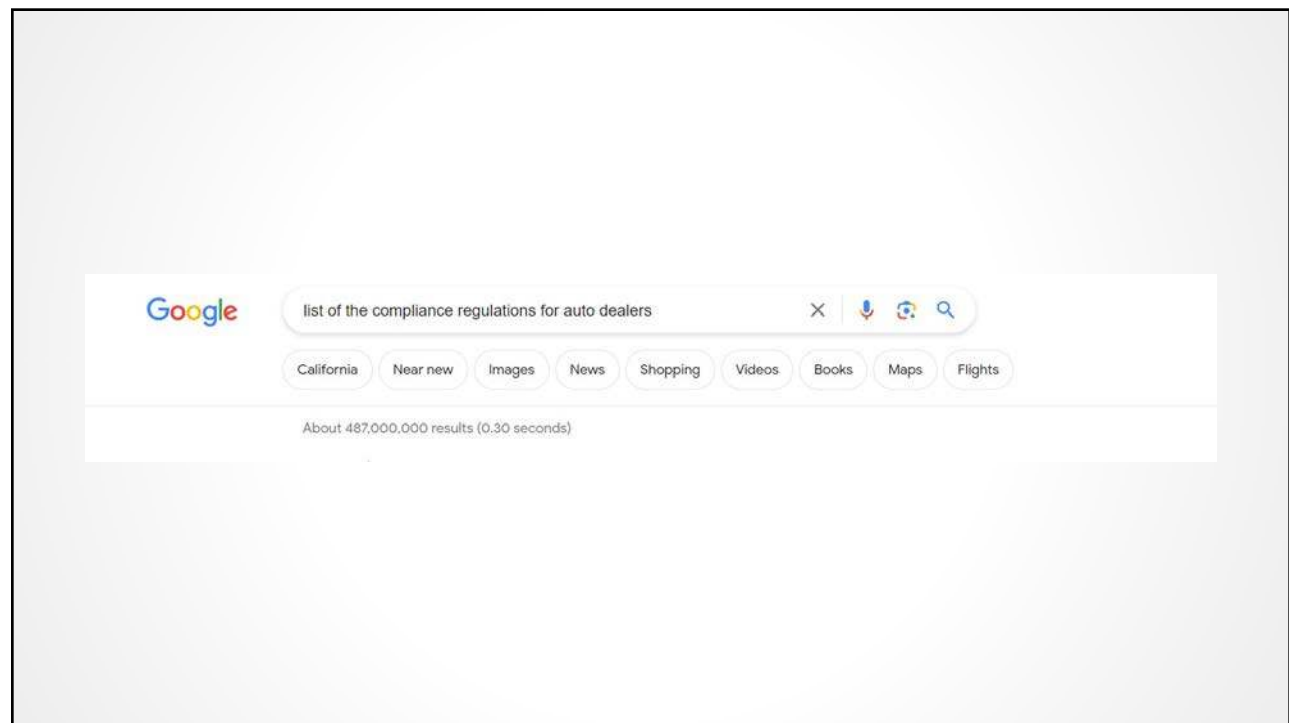
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## WE ASSIST COMPLIANCE WITH:

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- Managing the risk assessments identified within your organization around intellectual property and knowledge-based data archival and secure retention.
- Planning and implementation of compliance policies and procedures around technology.
- Analyzing your current efforts to ensure your organization's compliance and make cost reduction customized recommendations.
- Assist with compliance audit corrections.

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The screenshot shows a Google search results page for the query "FTC Rules for Car Dealers". The search results include several sponsored links and a list of important regulations. The sponsored links are from ComplyNet.com and Capterra. The list of regulations includes the Gramm-Leach-Bliley Act, Disposal Rule, Magnuson-Moss Warranty Act, Used-Car Rule, Regulation Z, Equal Credit Opportunity Act, Fair Credit Reporting Act, and Adverse Action Notices.

**Sponsored**

complynet.com  
<https://www.complynet.com>

**ComplyNet.com - One Platform - For All Dealership Compliance**  
 The #1 dealership compliance platform with state and national association endorsements.  
[Schedule Meeting](#) · [Home](#) · [Check Us Out](#) · [Meet With Us](#) · [Event Listing](#) · [Articles](#)

**Sponsored**

Capterra  
<https://www.capterra.com/compliance/free-list>

**Top 10 Compliance Tools - Free List of the Top Products**  
 Easily Find The Compliance Tools You're Looking For w/ Our Comparison Grid.

**Important Rules and Regulations for Your Dealership**

- [Gramm-Leach-Bliley Act, ...](#)
- [Disposal Rule, ...](#)
- [Magnuson – Moss Warranty Act, ...](#)
- [Used-Car Rule, ...](#)
- [Regulation Z, ...](#)
- [Equal Credit Opportunity Act, ...](#)
- [Fair Credit Reporting Act, ...](#)
- [Adverse Action Notices](#)

[More Items...](#)

nylada  
<https://nylada.org/compliance>

**Compliance**

About featured snippets · Feedback

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**Auto Dealers**

- **Automotive Credit Disclosures:** CoreLogic Credco automatically provides all Minnesota and California dealers state-specific disclosure notices with every credit report, as required by the Car Buyers' Bill of Rights.
- **Automotive OFAC Screening:** CoreLogic Credco can automatically screen your customers against the most current Office of Foreign Assets Control (OFAC) list of terrorists, drug traffickers and money launderers, and deliver results with each credit report.
- **Red Flag Solution:** The Red Flags Rule requires your dealership to implement an identity theft prevention program. CoreLogic Credco's Red Flag Solution offers the tools you need to help you protect your dealership.
- Americans with Disabilities Act (ADA)
- Gramm-Leach-Bliley Act
- Disposal Rule
- Magnuson – Moss Warranty Act
- Used-Car Rule
- Regulation M
- Regulation Z
- Occupational Safety and Health Administration (OSHA)
- Equal Credit Opportunity Act
- Fair Credit Reporting Act
- Adverse Action Notices
- Wage and Hour Laws
- Discrimination and Harassment Laws
- Credit Practices Rule
- Federal Advertising Laws/Truth-in-Advertising
- Telemarketing Sales Rule
- Family and Medical Leave Act (FMLA)
- Fuel Economy Advertising for New Automobiles
- Form 8300 and Reporting Cash Payments of Over \$10,000
- Office of Foreign Assets Control (OFAC)

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# Accounting

While working with over *(insert client reference power number)* other accounting firms here in *(insert area)* like *(insert client references)*, they have partnered with us in 2023 to help address:

- Handling more tax preparation and financial planning clients easier through technology
- Automating some of the routine functions around meeting compliance requirements for Sarbanes-Oxley GLBA, FTC, and IRS
- Creating robust archival to house clients record to assist in more thorough IRS audit preparation
- Assisting in compliance discovery audit corrections and exceeding their compliance requirements

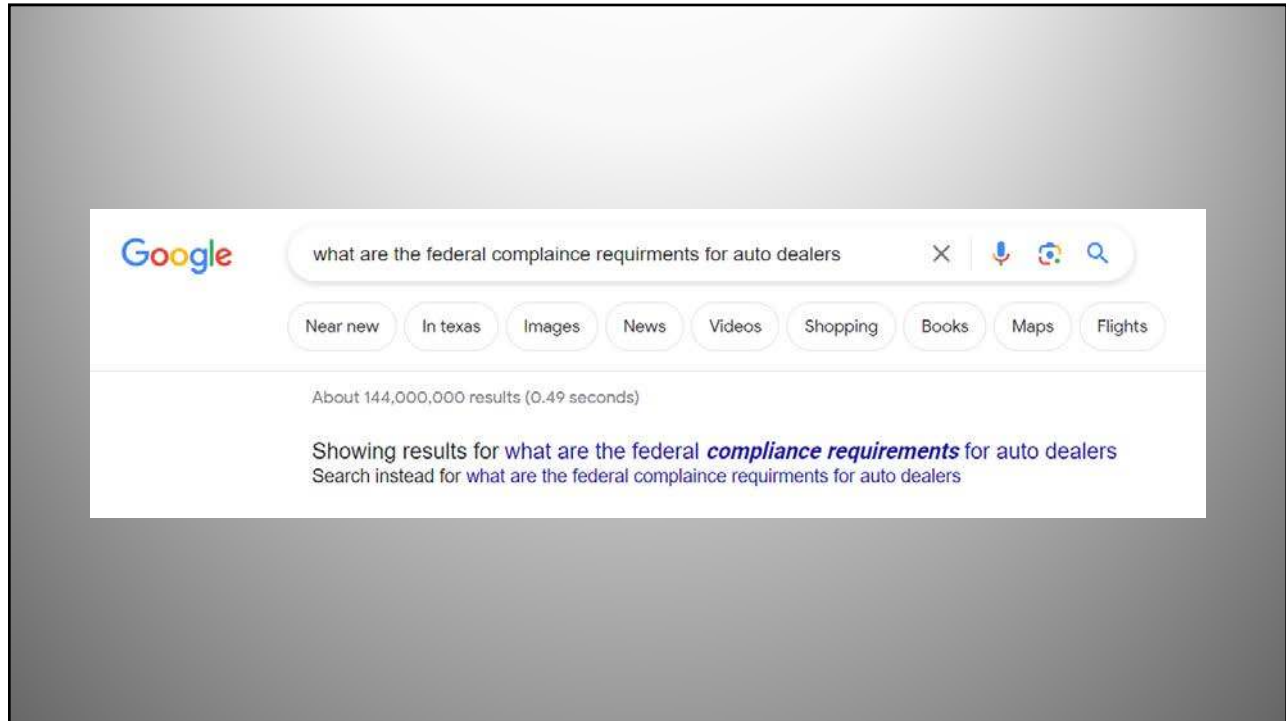
I would welcome the opportunity to share with you what other forward thinking, compliance and security focused accounting executives are doing to accomplish these goals easily and more thoroughly than ever before, because that is what we do here at *(insert company name)* for the last *(insert length of time you have been in business)*. Would a phone call on *(Insert date and time)* work in your calendar?

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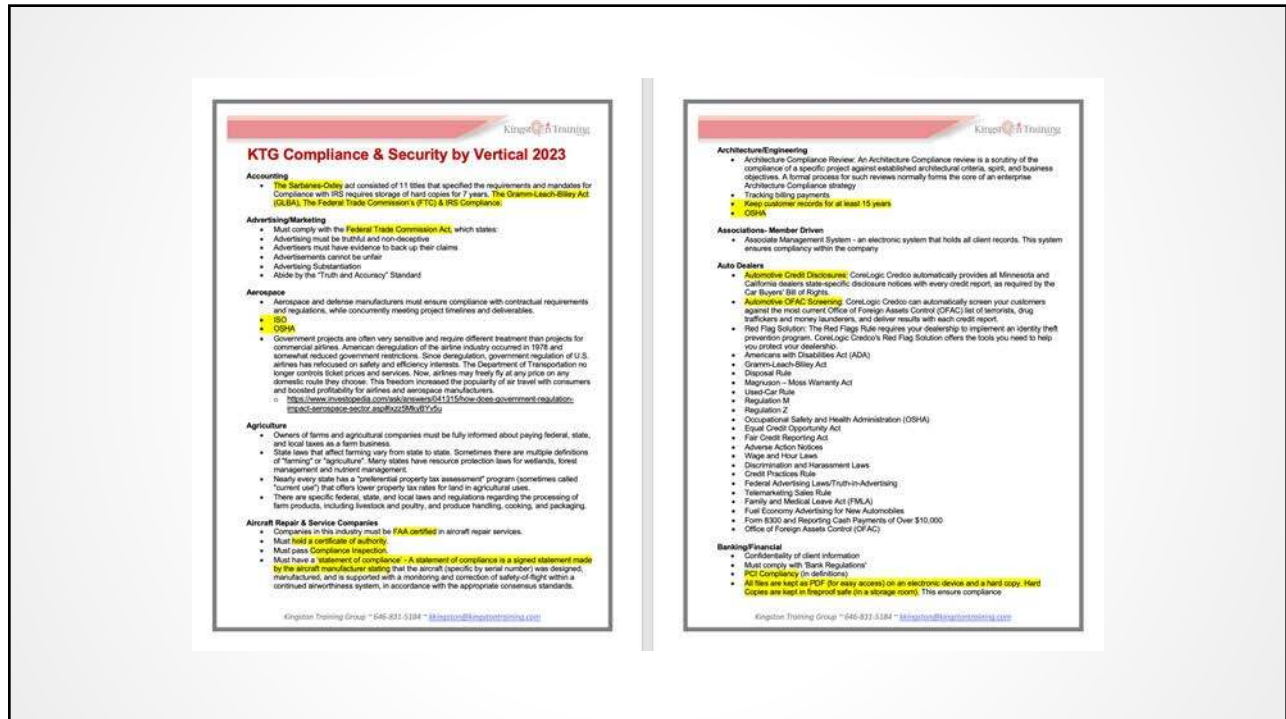
## Auto Dealer

- Automotive OFAC Screening: CoreLogic Credco can automatically screen your customers against the most current Office of Foreign Assets Control (OFAC) list of terrorists, drug traffickers and money launderers, and deliver results with each credit report.
- Red Flag Manager: Powered by Compliance and developed in consultation with Michael Benoit of Hudson Cook, LLP, Red Flag Manager is designed exclusively to help dealerships draft, rollout, train, monitor and report on their unique Red Flag Program.
- Red Flag Solution: The Red Flags Rule requires your dealership to implement an identity theft prevention program. CoreLogic Credco's Red Flag Solution offers the tools you need to help you protect your dealership.
- Dealers are regulated effectively the Federal Trade Commission (FTC) and the Federal Reserve Board. Congress even enhanced the FTC's rulemaking authority over motor vehicle dealers as part of the Wall Street Reform law
- Equal Credit Opportunity Act – Federal Reserve Board (FRB)
- Fair Credit Reporting Act (FCRA) – Medical Information Rule (FRB Reg FF): [Credit Disclosures](#)
- Truth In Lending Act (FRB Reg Z): Imposes extensive disclosure, advertising, and other requirements on consumer credit sales.
- Federal Consumer Leasing Act (FRB Reg M): Imposes extensive disclosure, advertising, and other requirements on consumer leasing
- FCRA – Obtaining Credit Reports: Requires that businesses have and certify a permissible purpose to obtain a consumer's credit report and imposes restrictions on a creditor's ability to purchase prescreened lists of customers from consumer reporting agencies for credit solicitation purposes.
- FCRA – FTC Prescreen Opt-Out Disclosure Rule: Requires that creditors provide prescreened customers to whom they send credit solicitations with a long and short form notice with instructions on how to opt-out of future prescreened solicitations from creditors.
- FCRA – Affiliate Information Sharing: Restricts the disclosure of credit report information.
- FCRA – FTC Affiliate Marketing Rule: Restricts using credit report information to market to the customers of an affiliate.
- Gramm Leach Biley Act (GLB) – FTC Privacy Rule: Requires financial institutions to provide finance and lease customers with a notice that accurately describes the institution's privacy policy and restricts the disclosure of customers' personal information.
- GLB Act – FTC Safeguards Rule: Requires institutions to develop a comprehensive written program to protect their customer information.
- FCRA – FTC Disposal Rule: Requires users of credit reports to develop procedures to properly dispose of credit report information.
- FCRA – FTC Red Flags Rule: Requires creditors and financial institutions to develop a written program that contains procedures to identify, detect, and respond to "red flags" indicating the possibility of identity theft.
- FCRA – Fraud & Active-Duty Alerts: Requires users of credit reports who receive a fraud or active-duty alert on a credit report to develop procedures to verify the customer's identity before extending credit to the customer.
- FCRA – Credit & Debit Card Truncation: Requires persons to truncate the expiration date and all

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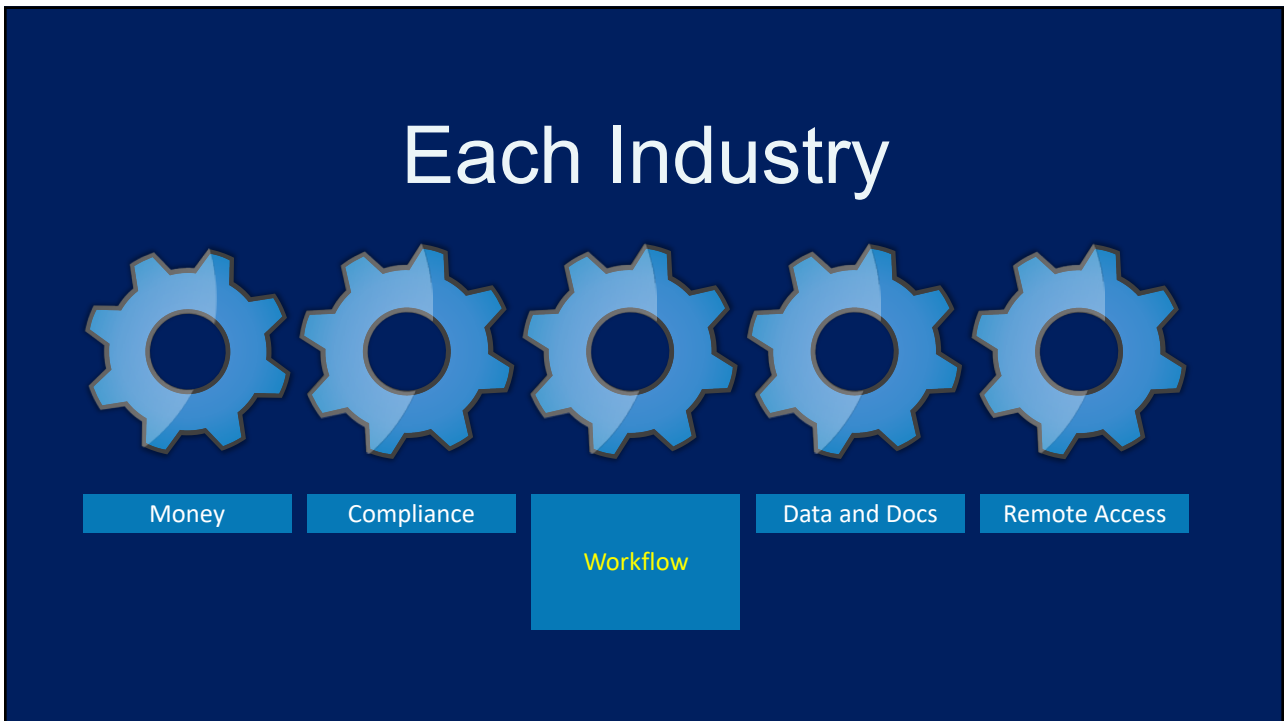
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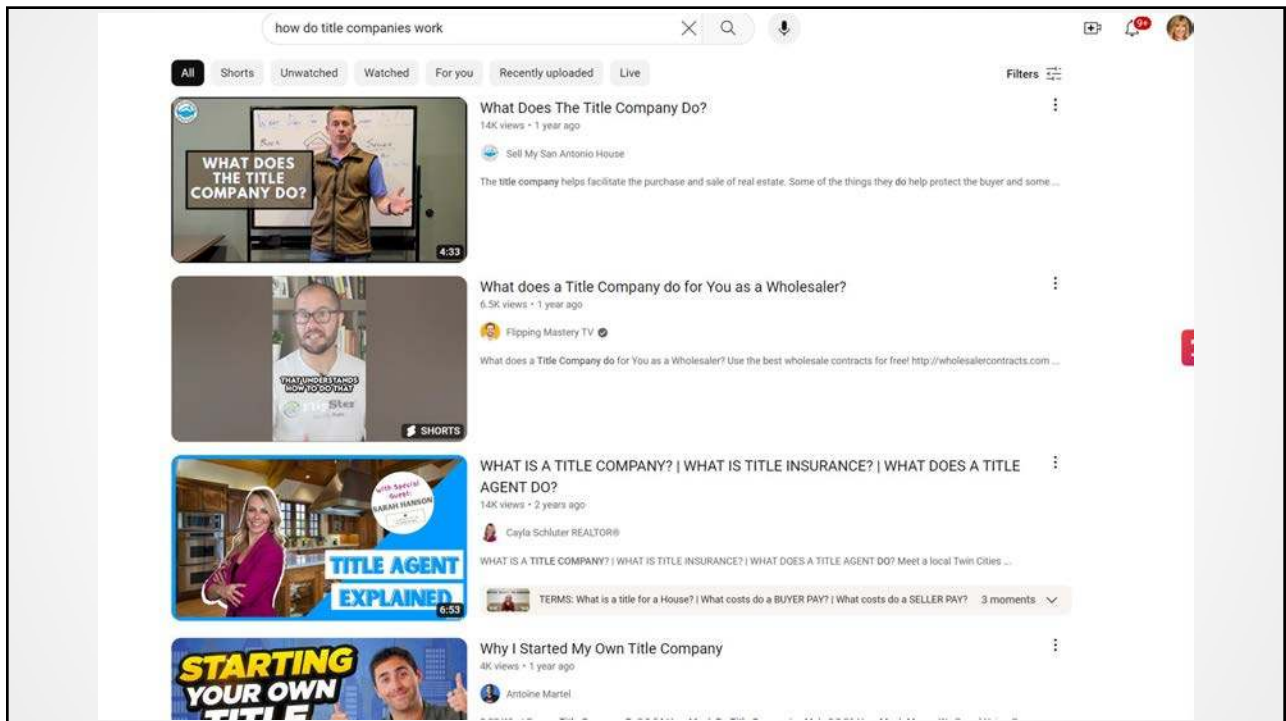


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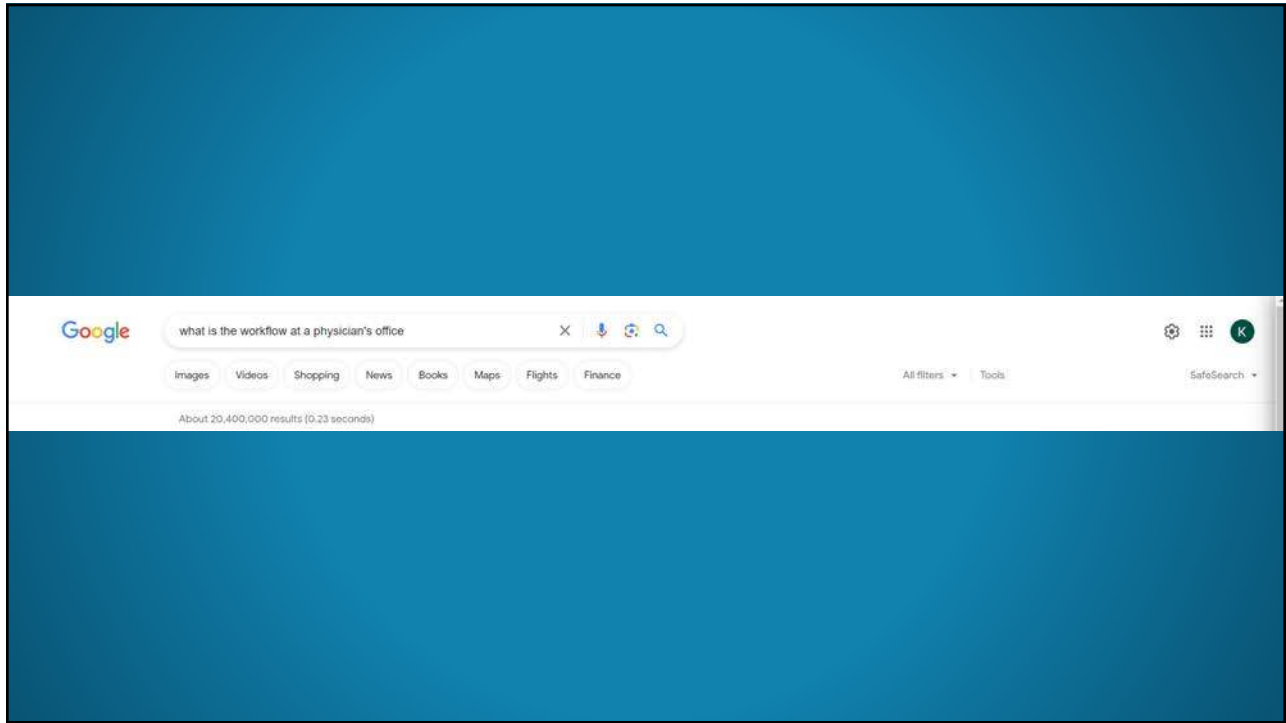
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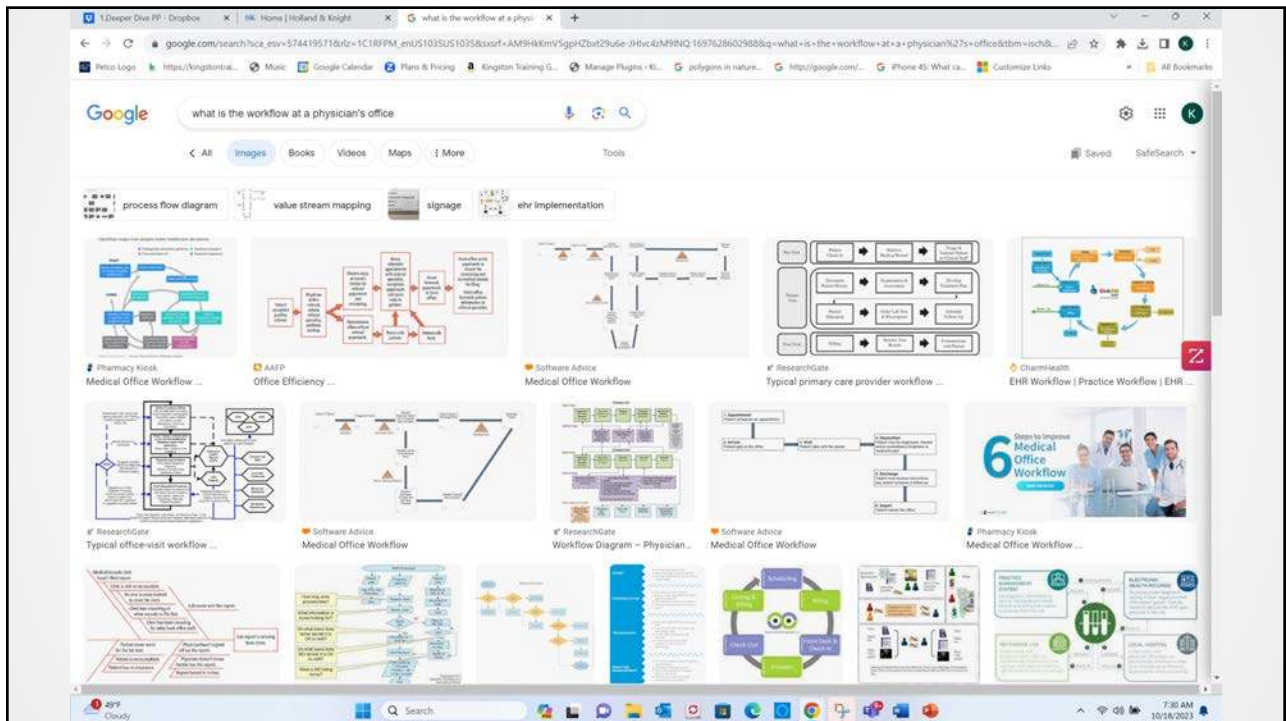
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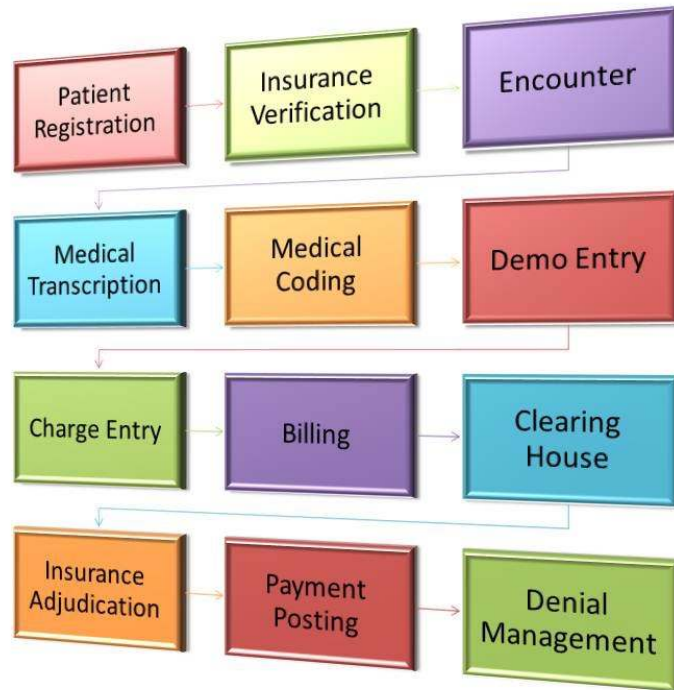


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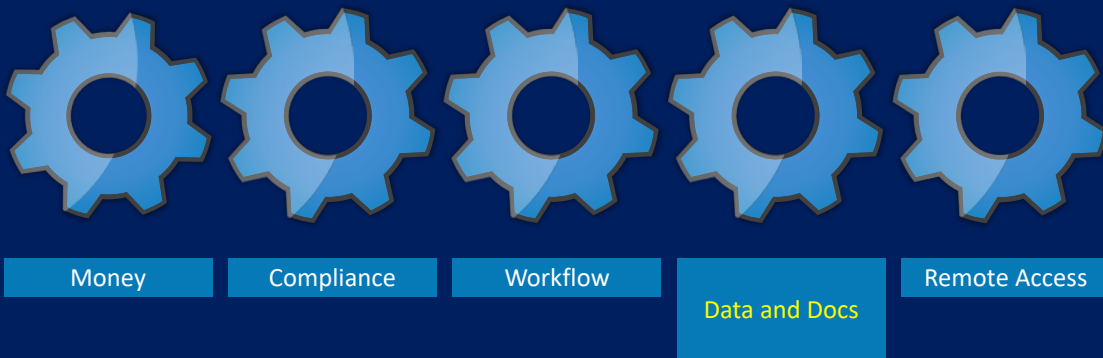
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# Each Industry



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# WHAT ARE THEY

- Printing
- Fax
- Archiving
- Scanning
- Retrieving
- From office or remote

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google.com/search?q=how+does+a+museum+work&rlz=1C1RPPM\_enUS1035US1035&oeq=how+does+a+museum+work%3F&gs\_lcrp=EgZjaHJvbWUqCagBEAAYDRgeMgYIABFGDkyCagBEAAYDRgeMgYIAAA...  
 Petco Logo https://kingstonra... Music Google Calendar Plans & Pricing Kingston Training G... Manage Plugins + Kl... polygons in nature... http://google.com/... iPhone 4S: What ca... Customize Links

Google how does a museum work

Videos Images News Shopping Maps Books Flights Finance All filters Tools SafeSer

About 1,240,000,000 results (0.63 seconds)

A museum (/mjuːˈziːəm/ mew-ZEE-əm) is a community service that displays and preserves objects of significance. Many museums have exhibitions of these objects in public display, and some have private collections that are used by researchers and specialists.

Wikipedia  
<https://en.wikipedia.org/wiki/Museum>

Museum - Wikipedia

About featured snippets Feedback

People also ask

What are the 5 functions of a museum?

Of the board of functions that museums played across the ages, let's look at five that continue to interest us today. These five functions would be: to collect, to organize (or classify), to display, to instruct its audience, and to project a sense of the nation.

asian scholarship.org  
[http://www.asianscholarship.org/asf/articles/dm\\_reyes](http://www.asianscholarship.org/asf/articles/dm_reyes)

5 Functions of the Museum

Search for: What are the 5 functions of a museum?

How is a museum organized?

How do museums decide what to exhibit?

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The screenshot shows a Google search interface. The search bar contains the text "what do museums do". Below the search bar, there are several filter buttons: "Images", "In the world", "Quizlet", "Historians", "Videos", "INQUIZITIVE", "Benefits of visiting", "News", and "Shopping". To the right of these buttons are "All filters" and "Tools". Below the search bar, it says "About 685,000,000 results (0.52 seconds)". The main search result is a snippet from Wikipedia: "The purpose of modern museums is to collect, preserve, interpret, and display objects of artistic, cultural, or scientific significance for the study and education of the public." To the right of this text is a small image of a museum building. Below the snippet, the source is identified as "Wikipedia" with the URL "https://en.wikipedia.org/wiki/Museum".

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museums is to collect, preserve, interpret, and display objects of artistic, cultural, or scientific significance for the study and education of the public.

We work with museums in their pursuit of documenting the collection preservation interpretation and displays of their exhibitions by

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Google search results for "what do accountants do". The search bar shows the query and navigation icons. Below the search bar are filters: Images, For a business, On a daily basis, Videos, Management, 5 roles, Tax, Audit, For an individual. The results show "About 187,000,000 results (0.41 seconds)". A snippet from the Bureau of Labor Statistics (.gov) is displayed, describing the role of accountants and auditors. An image of a calculator and financial documents is also visible.

what do accountants do

Images For a business On a daily basis Videos Management 5 roles Tax Audit For an individual

About 187,000,000 results (0.41 seconds)

Accountants and auditors prepare and examine financial records, identify potential areas of opportunity and risk, and provide solutions for businesses and individuals. They ensure that financial records are accurate, that financial and data risks are evaluated, and that taxes are paid properly.

Bureau of Labor Statistics (.gov)  
<https://www.bls.gov/oooh/business-and-financial/acc...>

Accountants and Auditors : Occupational Outlook Handbook

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Accountants and auditors prepare and examine financial records, identify potential areas of opportunity and risk, and provide solutions for businesses and individuals. They ensure that financial records are accurate, that financial and data risks are evaluated, and that taxes are paid properly.

We work with accounting firms in their pursuit of preparing and examining the financial records of their clients to ensure their accuracy before submitting on their behalf to the IRS through

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### Construction Checklist by Vertical Worksheet

**Step 1:** I'm calling to (schedule a meeting with, or I'm calling to see if might stop by, or I'm calling to be of service to). I have a strategy that I would like to share with (insert name).

**Step 2:** Power Number (# of your dealerships clients in this vertical): \_\_\_\_\_  
 Client references: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**Step 3:** How They Make Money

- They work with us because we provide the solutions that are allowing them to come under budget, make deadlines, win more bids and be more profitable.
- Construction bidding is the process of submitting a proposal (tender) to undertake or manage the undertaking of a construction project.
- The process starts with a cost estimate from blueprints and material take offs. ... Sometimes contractors submit lower tenders to win the contract and win the work.
- The basic construction tender process involves the following activities:
- Bid Solicitation: The owner seeks bids and provides a package of material with drawings, specifications, and other scope documents. This is also known as making a request for proposal (RFP) or a request to tender (RTT).
- Subcontracting: General contractors take bids from subcontractors for pieces of work. Depending on the project method, this may occur after a general contractor wins a bid.

**Step 4:** How you do it  
 We come in and evaluate how you are using your current business technology, find ways for it to work effectively at a better price point, by making technology process changes, we accomplish this by reviewing the technology assets already in play and finding way for them to produce additional dividends, by working with your business technology.

**Step 5:** Priority examples on how they print, fax, archive, scan, and retrieve ...  
 Examples of documents include building permits, blueprints, CAD drawings and plans, bid clarifications, tendering, scope of work, equipment lists, construction diary, subcontractor contact info, drawings and specifications, construction plans, cost estimating, contracts, project calendars, material take off list, bill of quantities. Documents used in Job estimating - Cover Page, Site Plan, 'G' Drawings (These are the pages with the construction notes and General Conditions), Demolition Drawings (If the job is a tenant build-out or a rehab, the drawings will have demolition drawings. If the job is big enough, they may have demo drawings for each trade) Architectural Drawings, Mechanical Drawings

**Step 6:** The closer  
 That's why I wanted to (stop by, schedule a meeting, come by), because I know that (insert prospects company name) would want to the other successful construction companies are doing here in (insert location) to drive more profit, efficiency, create a simply smarter workforce and better compliance into every project through technology innovations and I am that resource that is what we do here at (insert your dealership name).

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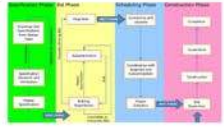
### Construction Checklist by Vertical Worksheet

**SIC Code**

- General Contractors-Nonresidential Buildings, other than Industrial Buildings and Warehouses - 1572

**Compliance & Security**

- Must Comply with OSHA Construction Safety Compliance, Fair Labor Practices Act and ADA compliance.



**Software**

- Buildertrend
- CoConstruct
- Procore
- McCormick Estimating Software
- PlanSwift
- RedTeam
- Computer Ease
- Electrical Bid Manager
- On-Screen Takeoff and Quick Bid
- eSUB
- Foundation Construction Accounting
- Account for Electrical Contractors
- ProContractor by Viewpoint
- Viewpoint Estimating
- PlanGrid
- WinEX GRADE
- Jonas Enterprise

**Our Solutions**

- Paper Cut
  - 1) Manage cost associated with printing out and client information including CAD - it works with large format printers
  - 2) Securing client files for 15 years
  - 3) Secure Print release - which allows for client records to be securely printed
  - 4) Swipe Cards - which can reduce unapproved printing - reducing technology budget and monitor message by end user throughout the offices.
  - 5) It works with any device.
  - 6) Paper Cut Cloud will accomplish scanning client records and Construction documents, bid clarifications, scope of work, equipment lists, construction diary, subcontractor contact info, drawings and specifications, construction plans, cost estimating, contracts, project calendars, material take off list, bill of quantities, to the cloud and allow you to (OCR) or google search through any of your files to instantly access anything - reducing administrative task time.
  - 7) Supports secure and confidential printing, controls access and determines cost and only authorized users can access the system to ensure CAD version control, bid clarifications, tendering, scope of work, equipment lists, construction diary, subcontractor contact info, drawings and specifications, construction plans, cost estimating, contracts, project calendars, material take off list, bill of quantities

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The screenshot shows a Windows File Explorer window with the following file list:

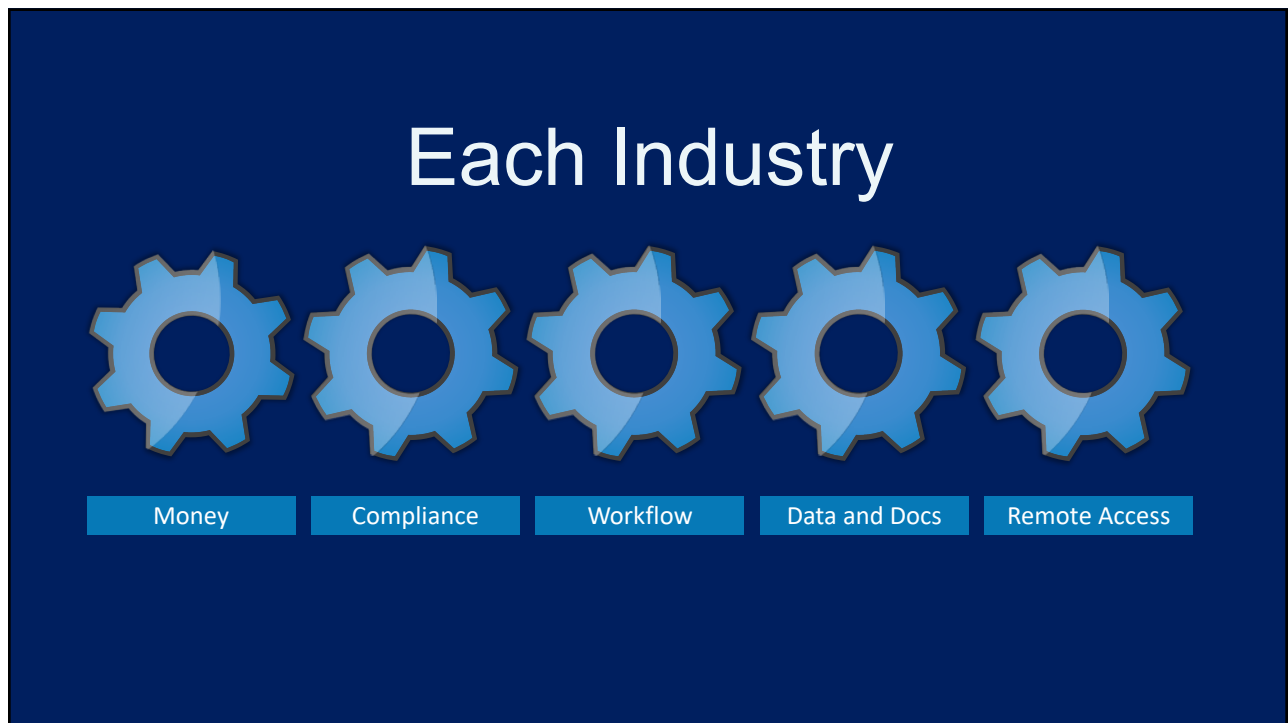
- 2. Checklist by Vertical Worksheet
- 2. KTG checklist by Vertical Worksheet
- Accounting KTG Vertical Worksheet 2023
- Advertising KTG Vertical Worksheet 2023
- Advertising KTG Vertical Worksheet 2022
- Aerospace KTG Vertical Worksheet
- Agriculture KTG Vertical Worksheet-1
- Aircraft Repair & Services KTG Vertical Worksheet
- ALL Discovery Questions by Vertical Worksheet (203)
- Architecture\_Engineering Worksheet 2023
- Associations KTG Vertical Worksheet
- Auto Dealer Checklist by Vertical Worksheet 2022.docx
- Auto KTG Vertical Worksheet 2023
- Banking & Financial KTG Vertical Worksheet 2023
- Biotech KTG Vertical Worksheet
- Blue Packet summer 2022
- Casino KTG Vertical Worksheet
- Church, Religious Organizations Checklist by Vertical Worksheet 2023 (1)
- Church, Religious Organizations Checklist by Vertical Worksheet 2023
- Cities-Municipalities KTG Vertical Worksheet 2021
- Colleges & Universities KTG Vertical Worksheet
- Comm. Technology KTG Vertical Worksheet
- Construction KTG Vertical Recording Worksheet 2023
- County and City- Government KTG Vertical Recording Worksheet
- Dental KTG Vertical Worksheet 2022
- Distribution Checklist by Vertical Worksheet 2023
- Educational Institutions KTG Vertical Worksheet 2023
- Employment Staffing KTG Vertical Worksheet
- Energy & Oil & Gas KTG Vertical Worksheet
- Engineering Worksheet 2022
- Environmental Engineering KTG Vertical Worksheet
- Fabrication Manufacturing KTG Vertical Worksheet
- Family Entertainment KTG Vertical Worksheet 2023
- Financial Planning KTG Vertical Worksheet November 2023
- Food Manufacturer KTG Vertical Worksheet 2022
- Food Manufacturer KTG Vertical Worksheet
- Food Homes KTG Vertical Recording Worksheet Aug 2019
- Furniture KTG Vertical Worksheet
- Gaming Operations KTG Vertical Worksheet
- Garment Industry KTG Vertical Worksheet
- Golf Course KTG Vertical Worksheet 2022
- Government worksheet 2022
- Graphic Design KTG Vertical Worksheet
- Healthcare KTG Vertical Worksheet 2023
- Healthcare News-Go Fact sheet 2023
- Hemp Manufacturing KTG Vertical Worksheet- November 2019
- High Tech KTG Vertical Worksheet 2022
- Hospice Homecare KTG Vertical Recording Worksheet
- Hotels and Motels KTG Vertical Worksheet 2023
- Industry Discovery Questions
- Insurance Checklist by Vertical Worksheet 2023
- Interior Design KTG Vertical Worksheet 2019
- KTG Nonprofit KTG Vertical Worksheet
- Landscape Architecture KTG Vertical Worksheet1
- Legal KTG Vertical Worksheet 2023-
- Legal Worksheet 2022
- Logistics KTG Vertical Recording Worksheet 2022 copy
- Logistics KTG Vertical Recording Worksheet 2022
- Logistics KTG Vertical Recording Worksheet Jan 2021
- Mail-House KTG Vertical Worksheet 2022
- Manufacturing (Kitting) KTG Vertical Worksheet (1) copy
- Manufacturing (Machine) KTG Vertical Worksheet (1)
- Manufacturing KTG Vertical Worksheet 2023
- Marketing KTG Vertical Worksheet
- Medical Device KTG Vertical Worksheet
- Medical Labs Services Vertical Worksheet 2019
- Medicinal Marijuana KTG Vertical Worksheet 2022
- Medicinal Marijuana KTG Vertical Worksheet 2022
- Mortgage Companies KTG Vertical Worksheet 2022
- Museum KTG Vertical Worksheet
- Non Profit KTG Vertical Recording Worksheet 2023
- Nursing Homes, Assisted Living KTG Vertical Worksheet 2022
- Oil Company Checklist by Vertical
- Oil Company Checklist by Vertical
- Oil Company Checklist by Vertical
- Pharmacies, Drug Stores KTG Vert
- Pharmacies, Drug Stores KTG Vert
- Plumbers Electricians HVAC KTG V
- Police KTG Vertical Worksheet 202
- Pre-Tab - Manufacturing KTG Vert
- Print Production by Vertical
- Print Shop KTG Vertical Worksheet
- Product Manufacturing KTG Vertical
- Property Management Checklist 1
- Public Relations KTG Vertical Work
- Real Estate KTG Vertical Worksheet
- Refabrication KTG Vertical Worksh
- Rental KTG Vertical Worksheet 202
- Restaurants KTG Vertical Worksheet
- Retail KTG Vertical Worksheet 2022
- Sales KTG Vertical Worksheet
- Social Services KTG Vertical Record
- Software & Technology Compan
- Staffing KTG Vertical Worksheet(2
- Staffing KTG Vertical Worksheet(2
- Steel Supplier KTG Vertical Work

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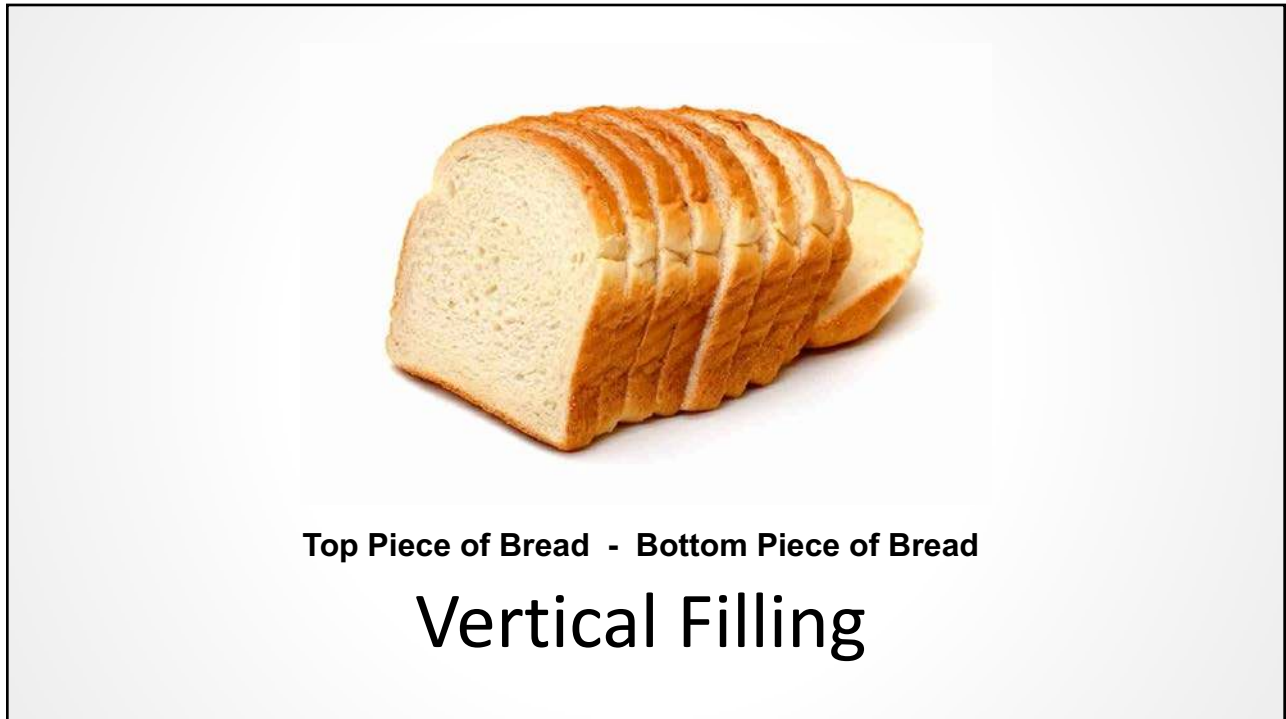
68

# 6 STEPS

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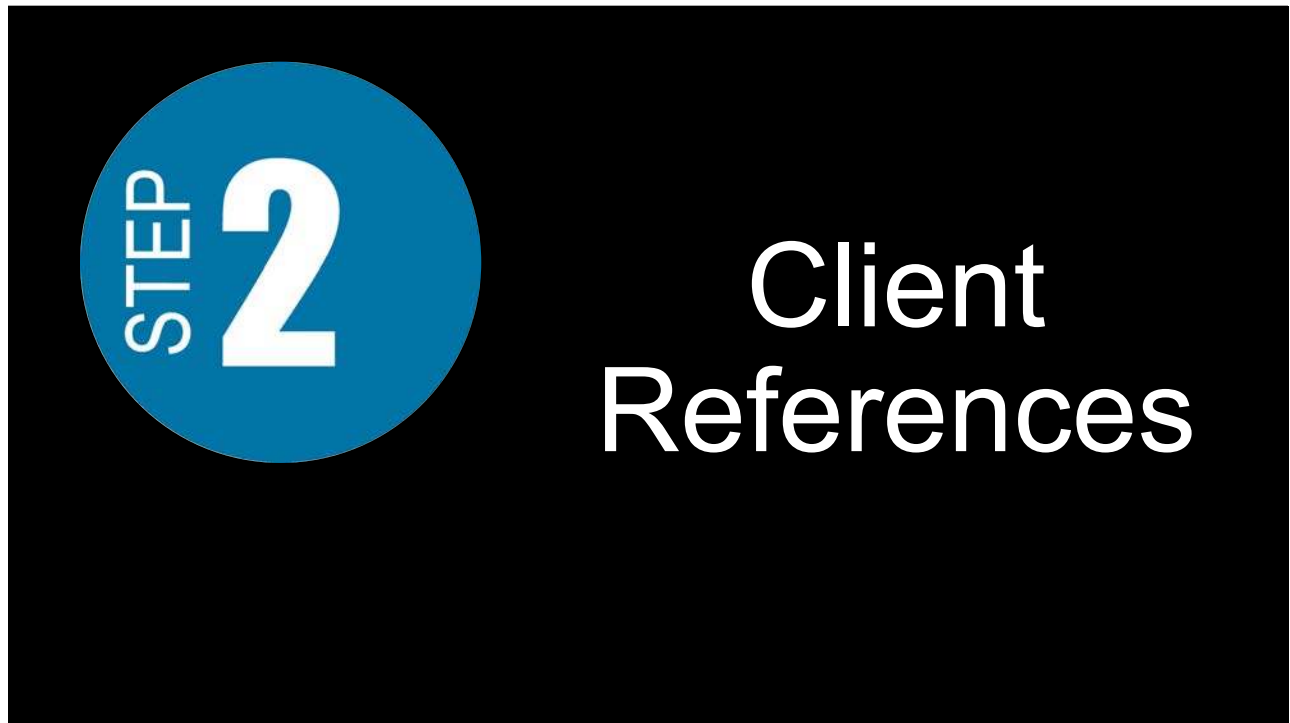


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**STEP** **1**

**Tell them you want a meeting**

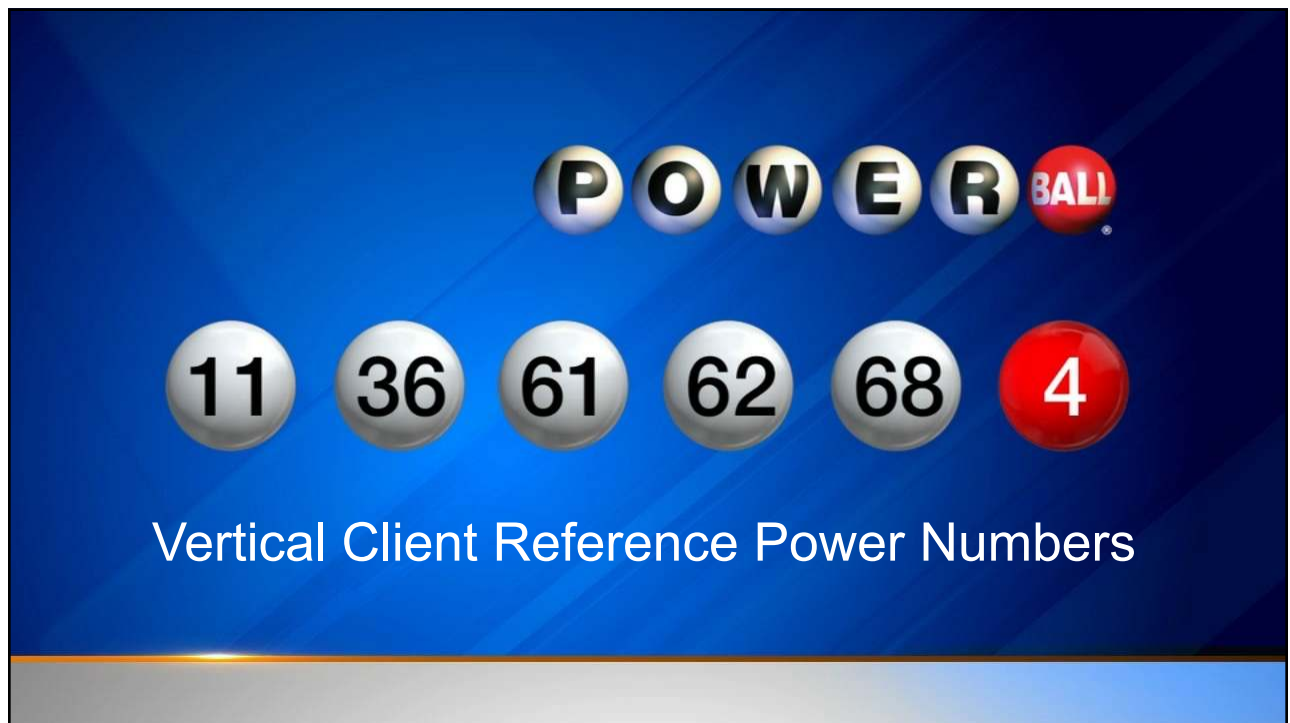
72



A slide with a black background. On the left, there is a blue circle containing the word "STEP" written vertically and the number "2". To the right of this circle, the text "Client References" is written in a large, white, sans-serif font.

# STEP 2 Client References

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## Use Client References

- We partner with several other Banks
- We support 28 other prominent banks here in New Jersey like Apple Bank
- and Johnson's Bank



75

STEP

3

# The Money

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77

**STEP 4**

Tell them what you do...

*“We accomplished this by assessing your technology and workflow and make cost reduction recommendations.”*


78

# STEP 5

*What is step 5?*

79

## Each Industry



Money   Compliance   Workflow   Data and Docs   Remote Access

80





# Ask for the meeting time

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## The Pitch

I am writing to start dialogue with city of (*insert city/town*) in the pursuit being included in any upcoming technology RFP's. My firm is in service to has (*Insert Client Power #*) other cities in in (*Insert Location*) like (*Insert 2-3 client references*), just to name a few. They come to us in their **pursuit of meeting their budgeted agreements and objectives** while accomplishing the unique informational technology standards for the city including:

- **Staying ATIPP complaint**
- **Providing security for all and technology hardware and laptops, including BYOD, ensuring that your network will not be compromised which Reduces cyber network attack occurrences**
- **Accessing department data**
- **Integrating seamlessly with almost any proprietary municipality software**
- **Continuous monitoring strategy of outbound network traffic**
- **Securing their residential emergency response communications and residential tax and financial data**

I would welcome the opportunity to be included of your next technology bid process and create a partnership that will drive security, compliancy and profitability through technology network secure innovation. I am that resource as that we what we do here at (*Insert your dealership name*).

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# Questions?

Contact me at

646.831.5184

or

[kkingston@kingstontraining.com](mailto:kkingston@kingstontraining.com)

