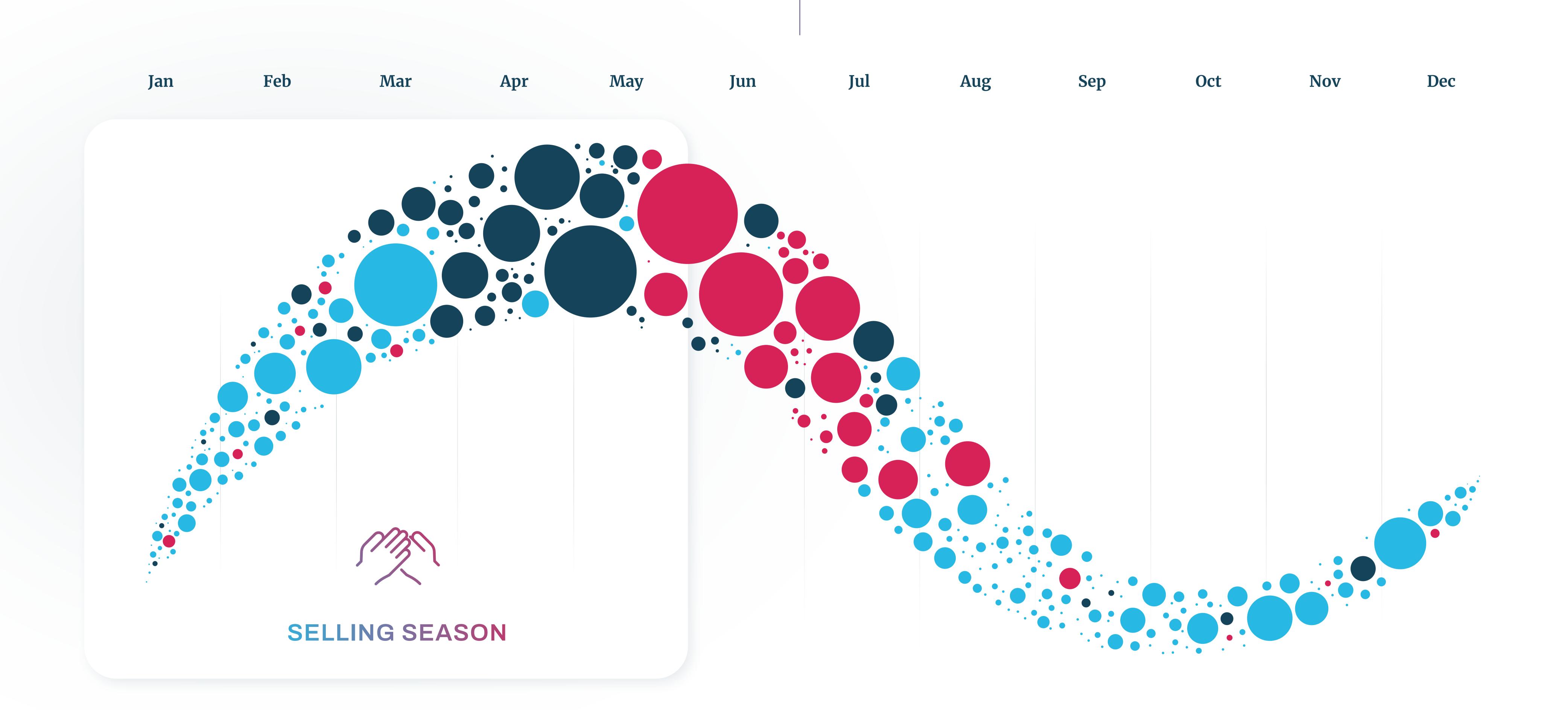
## K-12 DISTRICT SALES CYCLE

A GUIDE FOR PRODUCT AND MARKET DEVELOPERS

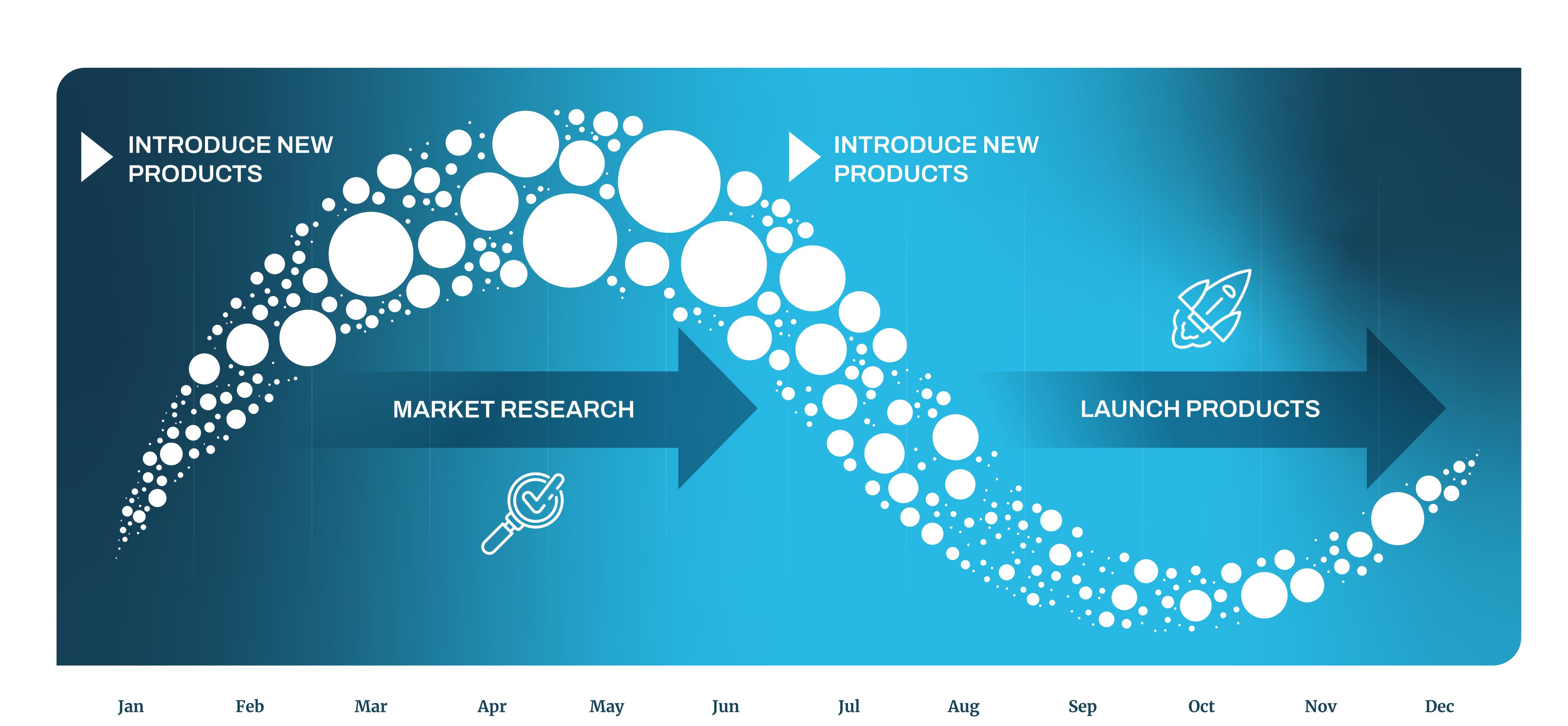




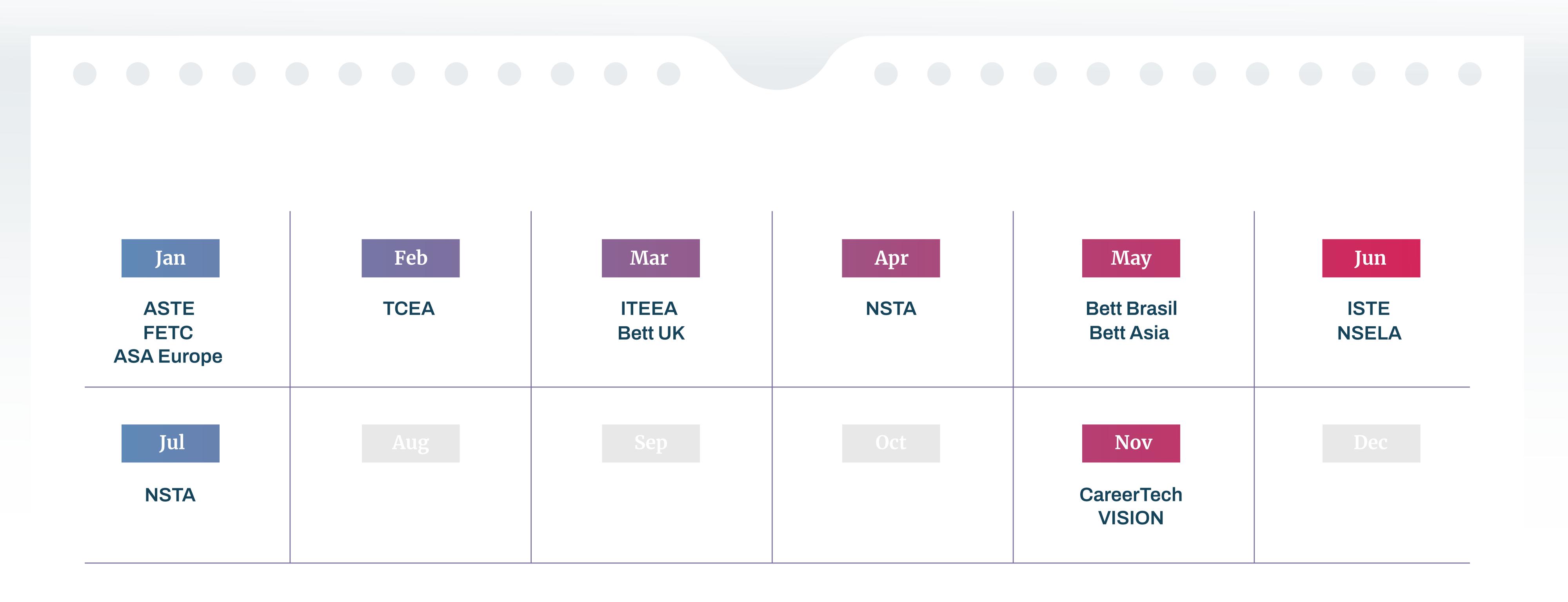




## GUIDE FOR PRODUCT DEVELOPMENT



## IMPORTANT EVENTS



## GUIDE FOR MARKET DEVELOPMENT

