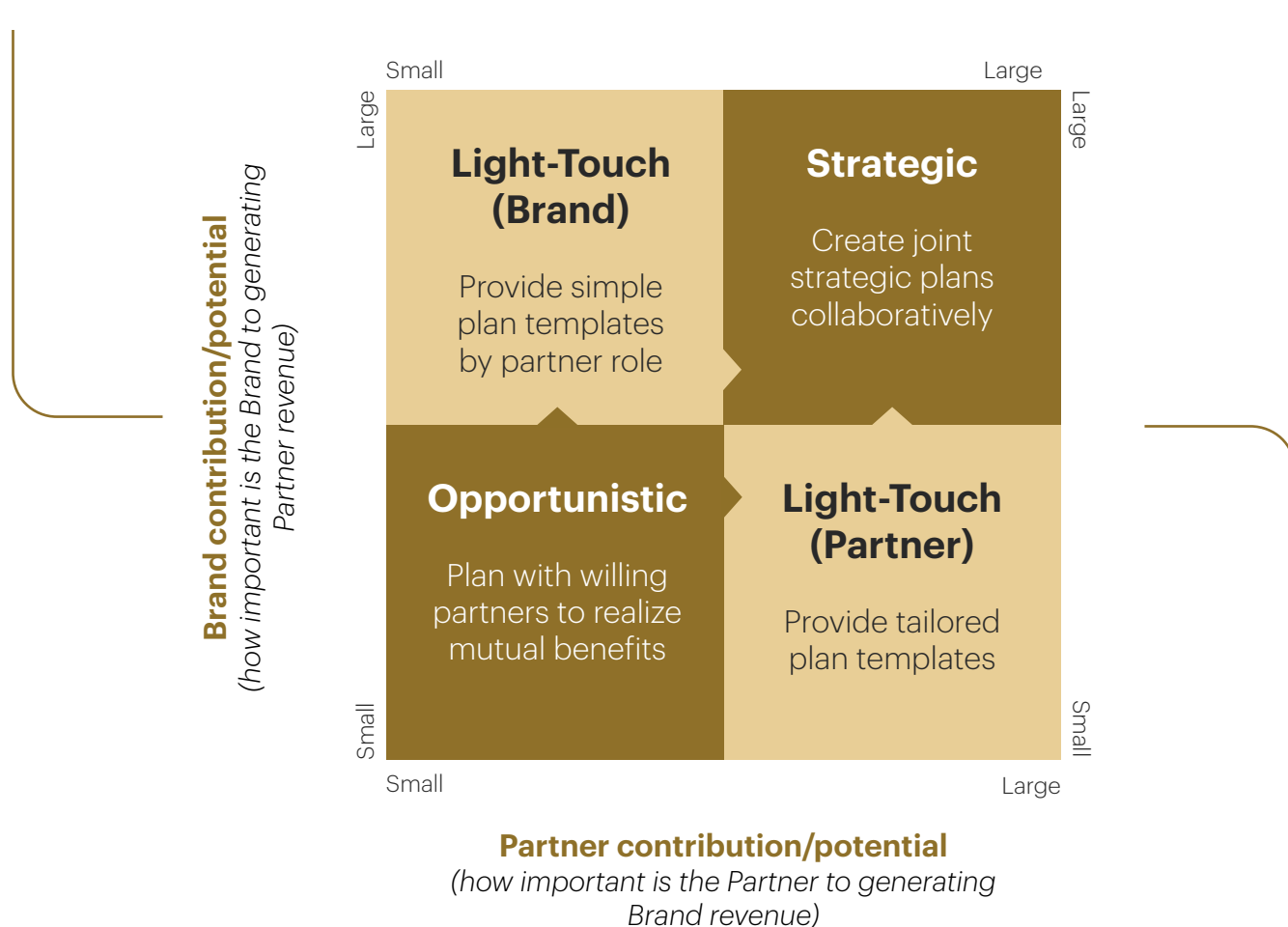


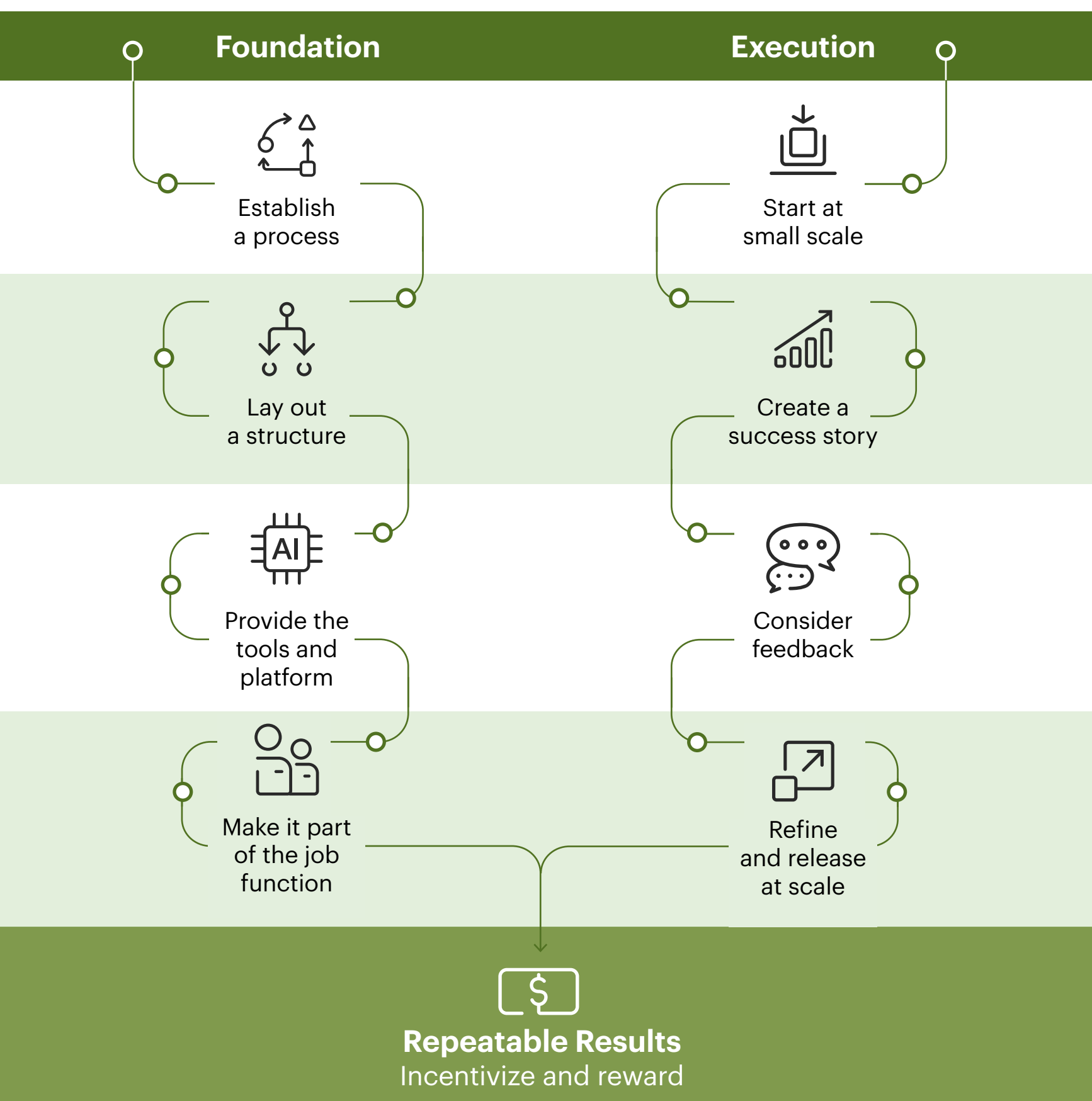
3 steps to successful channel planning



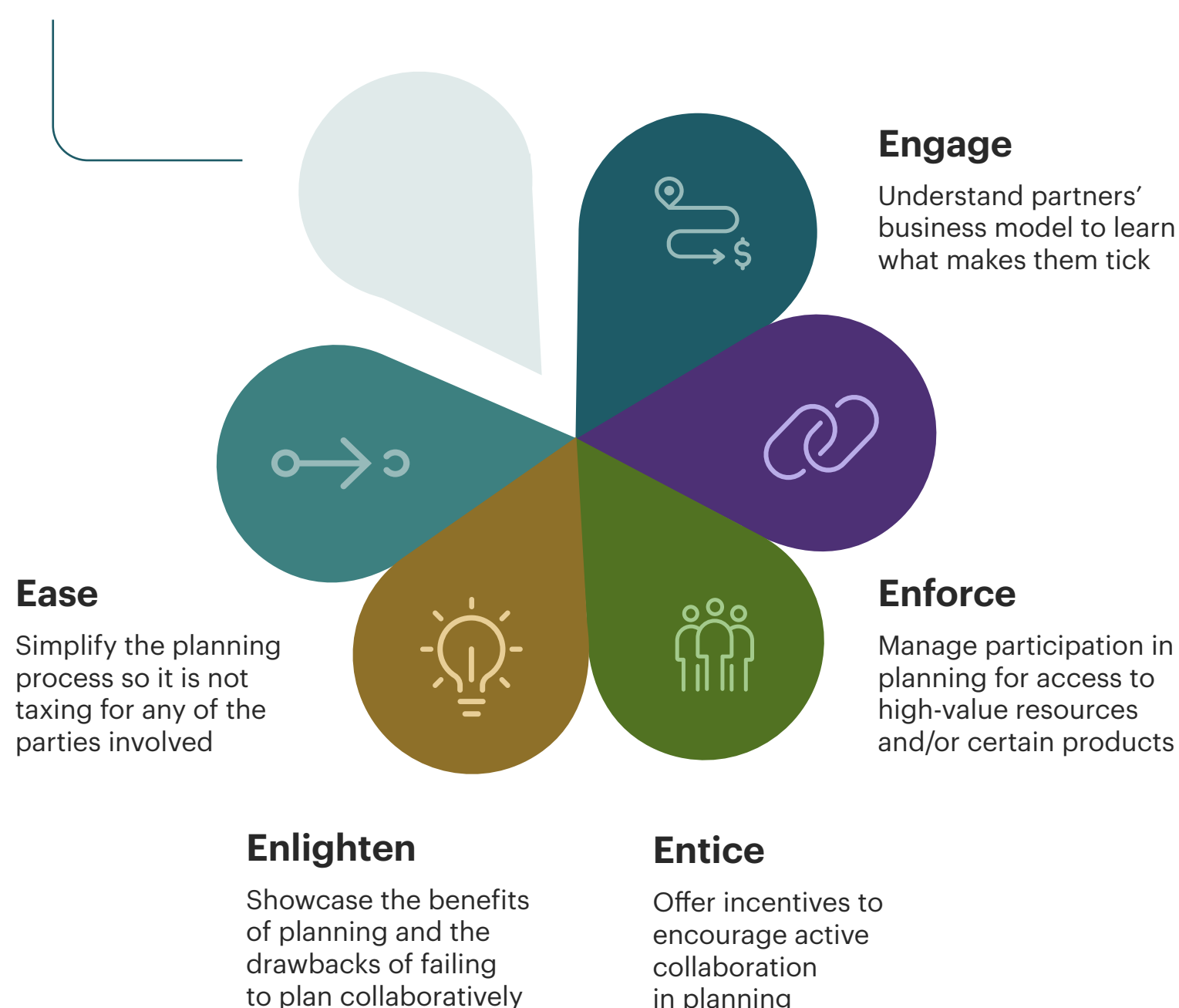
1. Adapt your planning approach based on contribution and potential



2. Enable and train your internal teams to plan effectively



3. Motivate partners to collaborate in the planning process by following the 5 E's



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