BREAKTHROUGHS & OUTLIERS

IMPROVING NON-DUES REVENUE

**asae*
virtual
annual
meeting
& exposition

AUGUST 10-12, 2020

#ASAE20



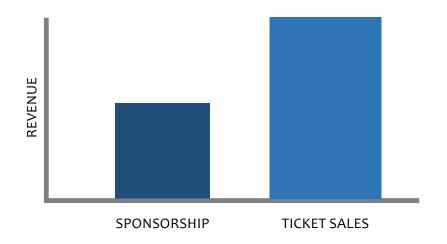
BEWARE SILENT GUARD DOG



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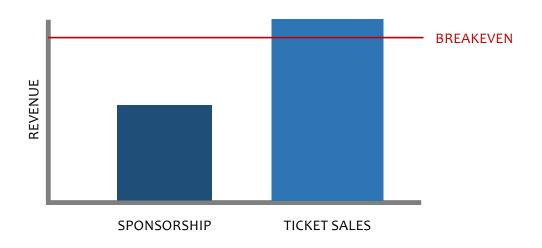
STANDARD EVENT MODEL







STANDARD EVENT MODEL







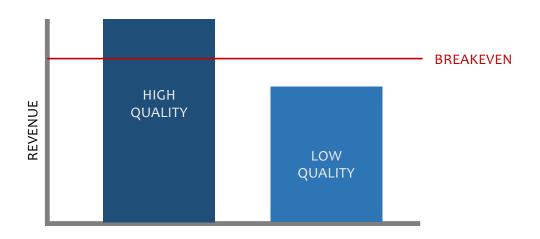
STANDARD EVENT MODEL







IDEAL EVENT MODEL







IDEAL EVENT MODEL













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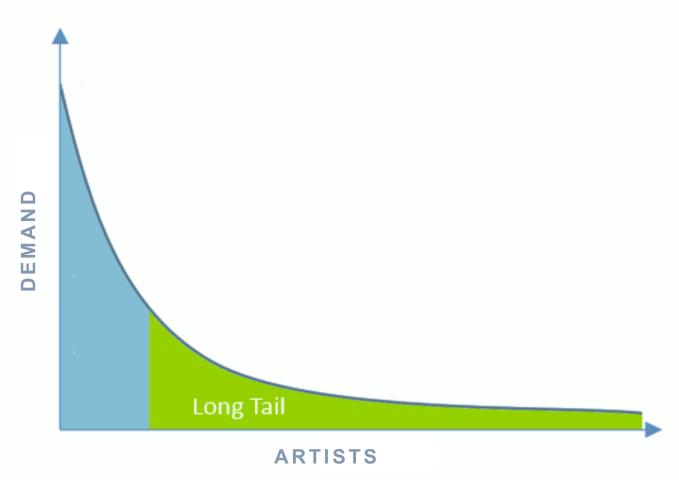
CREATE VALE CAPTURE VALUE REDUCE RISK

ACHIEVE SURPLUS

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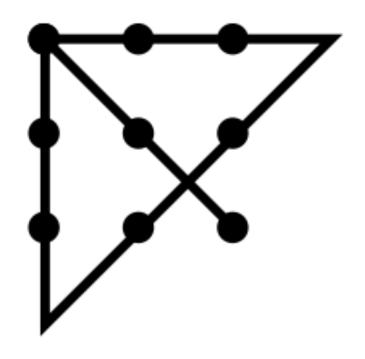




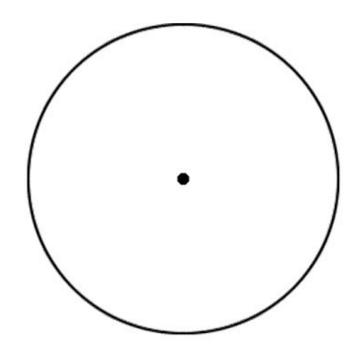




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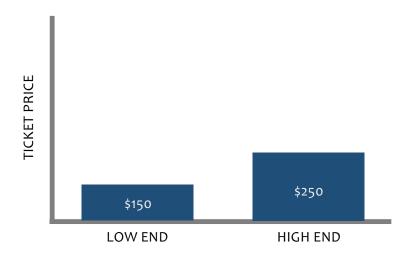


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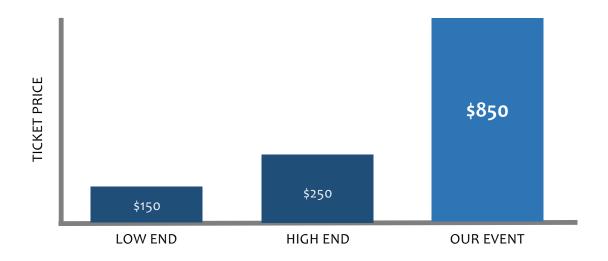
PRICING STRATEGY







PRICING STRATEGY









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