



200

lagonissi,
athens
principles

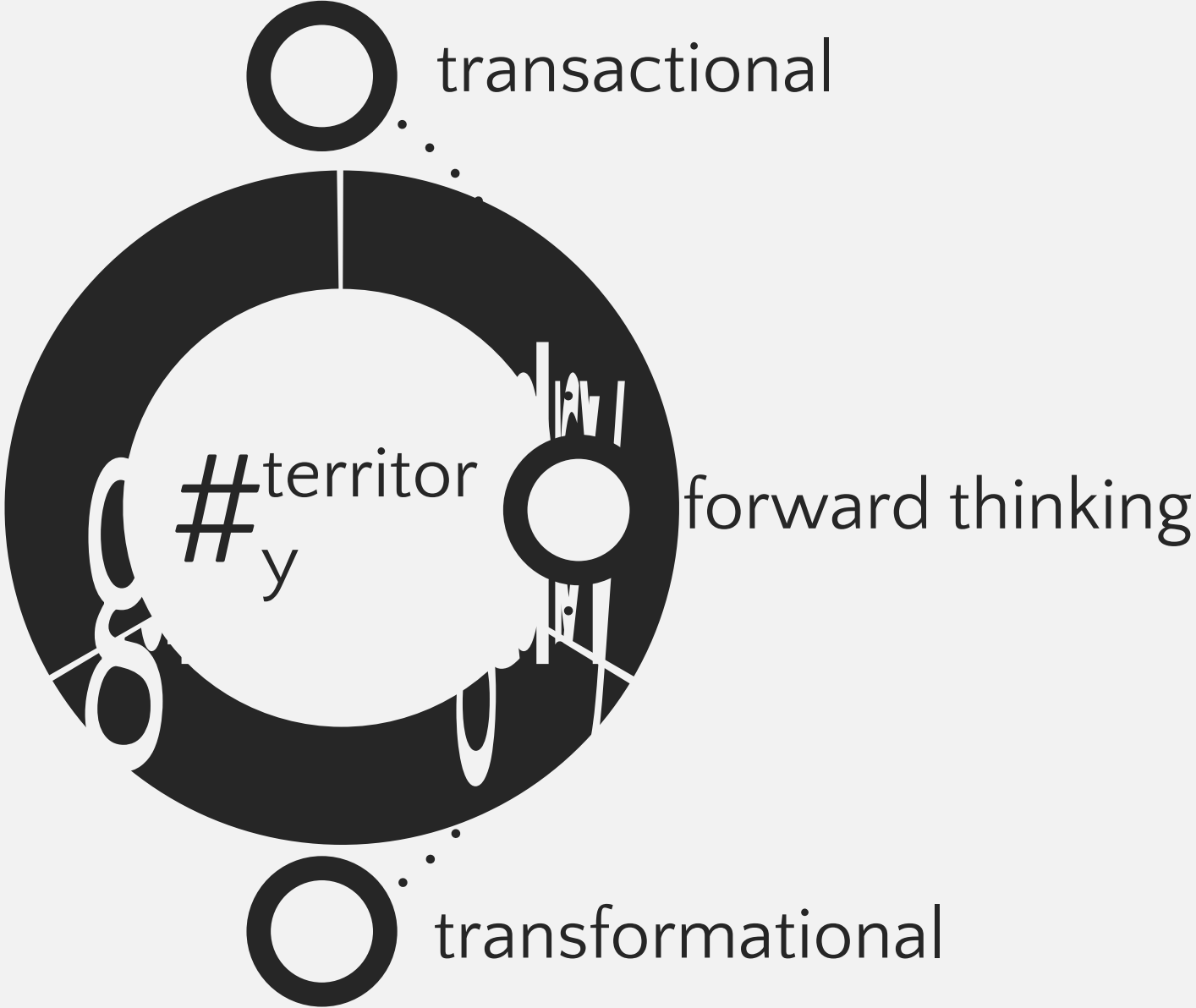


2012
pilot
s



2014
rollout
s





transactional

#territory
y

forward thinking

transformational



start
targeting
value

“
How can I further
simplify?

“
How can I grow my
OCI/SoM etc far
more than the one
requested by OB?

“
How can I disrupt?

“
How can I start
again my Territory
as my own new
business?

