## **Activity 55-A**

## **Frequent Customer Stratification Analysis**

*Platinum's* - Look at your analytics, to determine the applications of who would be your top tier COIs/POCs/Profile-Customer, and then what you can do to make them feel appreciated accordingly:

	1.	Name:	
		a.	Touch-Points =
	2.		
		a.	Touch-Points =
	3.	Name:	
		a.	Touch-Points =
	4.	Name:	
		a.	Touch-Points =
	5.	Name:	
		a.	Touch-Points =
6.	6.	Name:	
		a.	Touch-Points =
	7.	Name:	
		a.	Touch-Points =
	8.		
		a.	Touch-Points =
	9.	Name:	
		a.	Touch-Points =
	10.	Name:	
		a.	Touch-Points =
top app	tie rec	r COIs, iated ac	at your analytics, to determine the applications of who would be your next/POCs/Profile-Customer, and then what you can do to make them feel cordingly:
		a.	
	2.		Touch-Points =
		Name:	Touch-Points =
		Name:	Touch-Points =
	3.	Name: a.	Touch-Points =
	3.	Name: a. Name:	Touch-Points =  Touch-Points =
		Name: a. Name: a.	Touch-Points =  Touch-Points =  Touch-Points =
		Name: a. Name: a. Name:	Touch-Points =  Touch-Points =  Touch-Points =
	4.	Name: a. Name: a. Name:	Touch-Points =  Touch-Points =  Touch-Points =  Touch-Points =
	4.	Name: a. Name: a. Name: a. Name:	Touch-Points =  Touch-Points =  Touch-Points =  Touch-Points =
	4.	Name: a. Name: a. Name: a. Name: A. Name:	Touch-Points =  Touch-Points =  Touch-Points =  Touch-Points =
	<ul><li>4.</li><li>5.</li></ul>	Name: a. Name: a. Name: a. Name: A. Name:	Touch-Points =  Touch-Points =  Touch-Points =  Touch-Points =
	<ul><li>4.</li><li>5.</li><li>6.</li></ul>	Name: a. Name: a. Name: a. Name: a. Name: a.	Touch-Points =  Touch-Points =  Touch-Points =  Touch-Points =
	<ul><li>4.</li><li>5.</li><li>6.</li></ul>	Name: a. Name: a. Name: a. Name: a. Name: A. Name: A. Name:	Touch-Points =  Touch-Points =  Touch-Points =  Touch-Points =  Touch-Points =
	<ul><li>4.</li><li>5.</li><li>6.</li></ul>	Name: a. Name: a. Name: a. Name: a. Name: A. Name: A. Name:	Touch-Points =
	<ul><li>4.</li><li>5.</li><li>6.</li><li>7.</li></ul>	Name: a. Name: a. Name: a. Name: a. Name: a. Name: a.	Touch-Points =

9.	Name:	
	a.	Touch-Points =
10.	Name:	
	a.	Touch-Points =
Silver	's - Loo	k at your analytics, to determine the applications of who would be your
		tier COIs/POCs/Profile-Customer, and then what you can do to make them
	-	ed accordingly:
	a a	Touch-Points =
2	Name:	
	a	Touch-Points =
3.	Name:	
	a.	Touch-Points =
4.	Name:	
		Touch-Points =
5.		
	a.	Touch-Points =
6.	Name:	
	a.	Touch-Points =
7.	Name:	
	a.	Touch-Points =
8.	Name:	
	a.	Touch-Points =
9.		
	a.	Touch-Points =
10.		
	a.	Touch-Points =