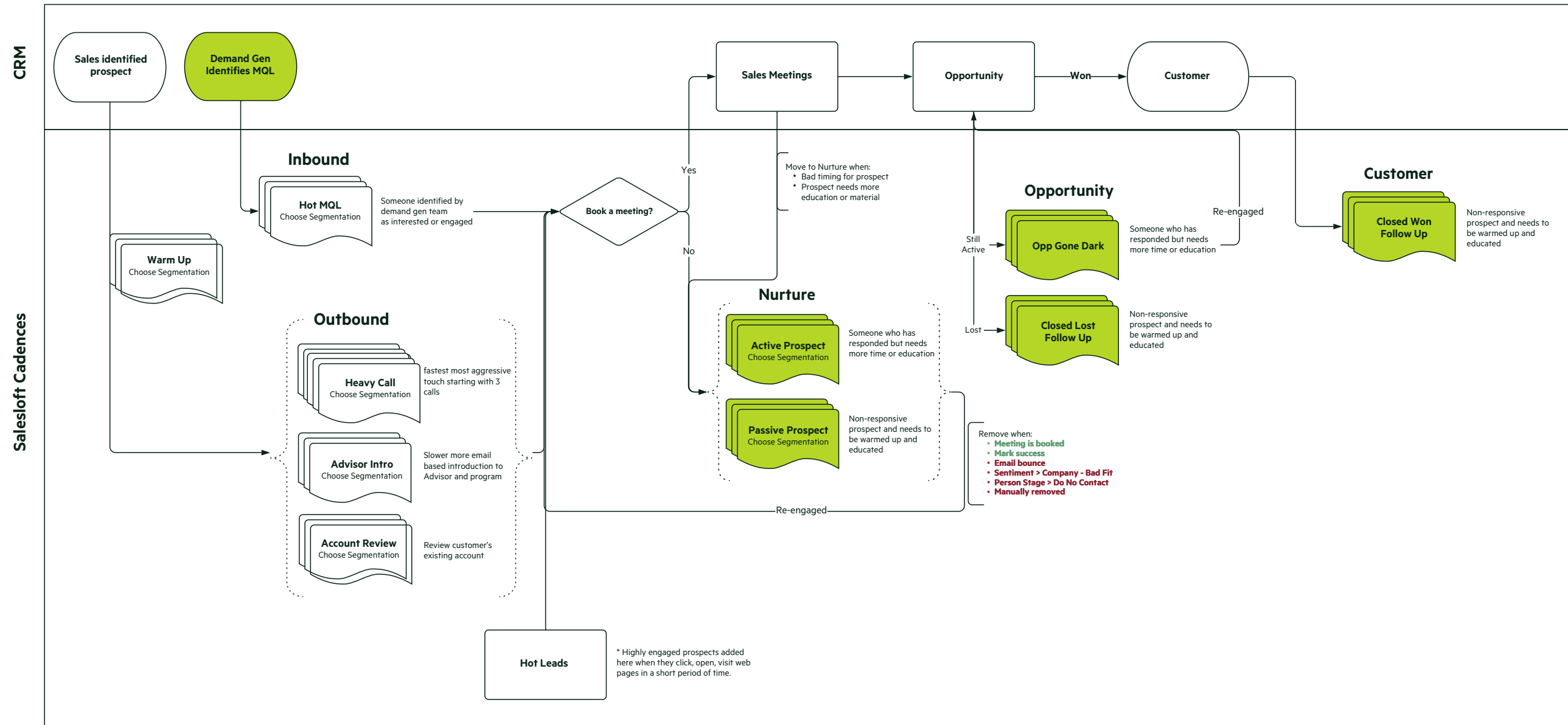


# Engagement Blueprint

Use this example as inspiration for your own Engagement Blueprint. Don't forget to speak to all relevant teams within your organization to create your blueprint and validate that it depicts the entire process and has the right level of granularity.



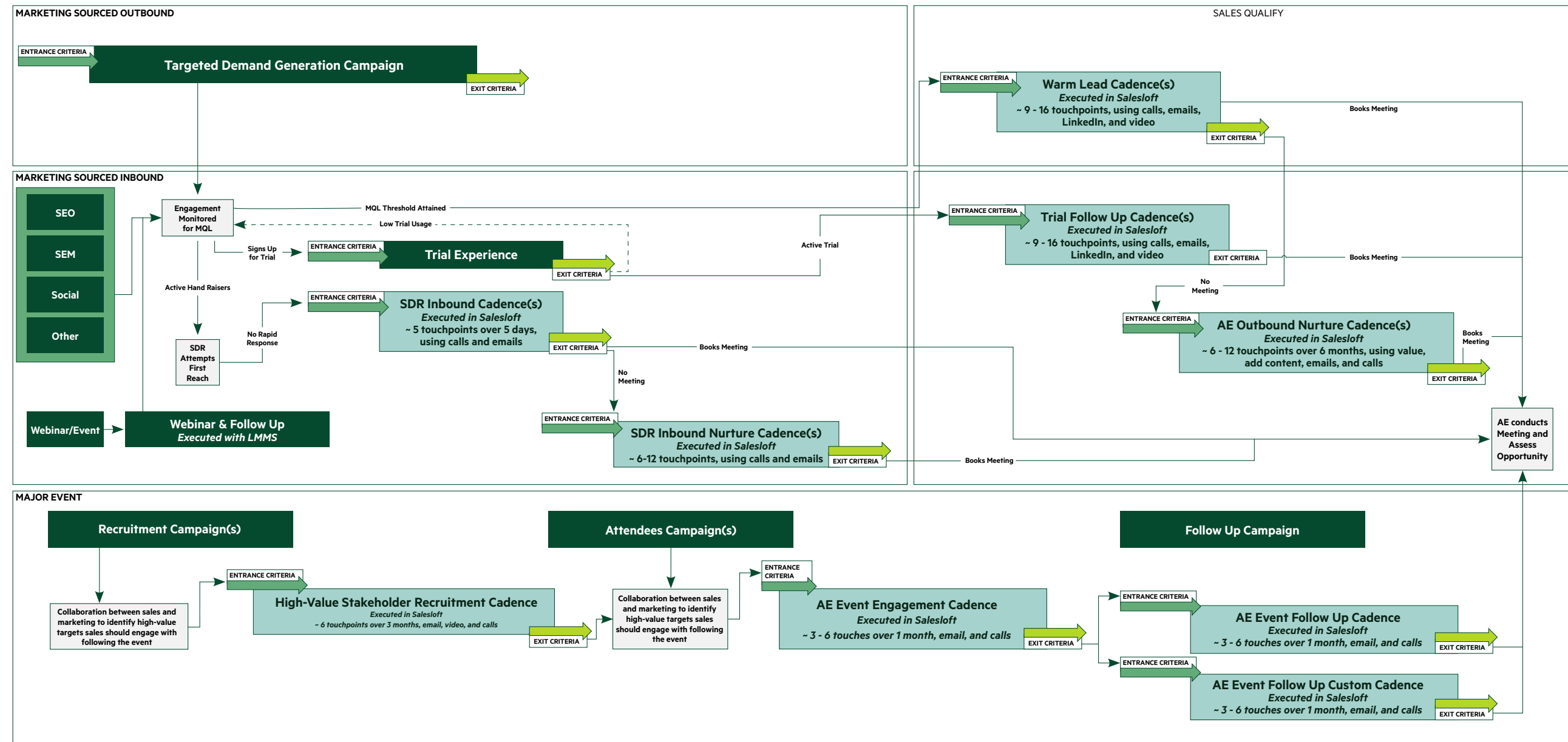
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# Buyer Engagement Blueprint

## Example: Sales-Sourced Outbound Prospecting

Use this example as inspiration for your own Buyer Engagement Blueprint. Don't forget to involve all relevant teams within your organization to be sure you have a process that works.



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