CLIENT SEGMENTATION WORKSHEET

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						Staff's				
Advisory /					Advisor's	Hours				
Brokerage Only /		Tier A, B,			Hours Spent	Spent Per	Client A	Client B		
	Client Household Name	C, D	Annual Revenue		per Year				Client A Profession	Client B Profession
Dotti	Cheff Household Walle	С, Б	Allitual Revenue	1.111	per rear	rear	Age	Age	CHERCA PROFESSION	Cheffe B F To lession