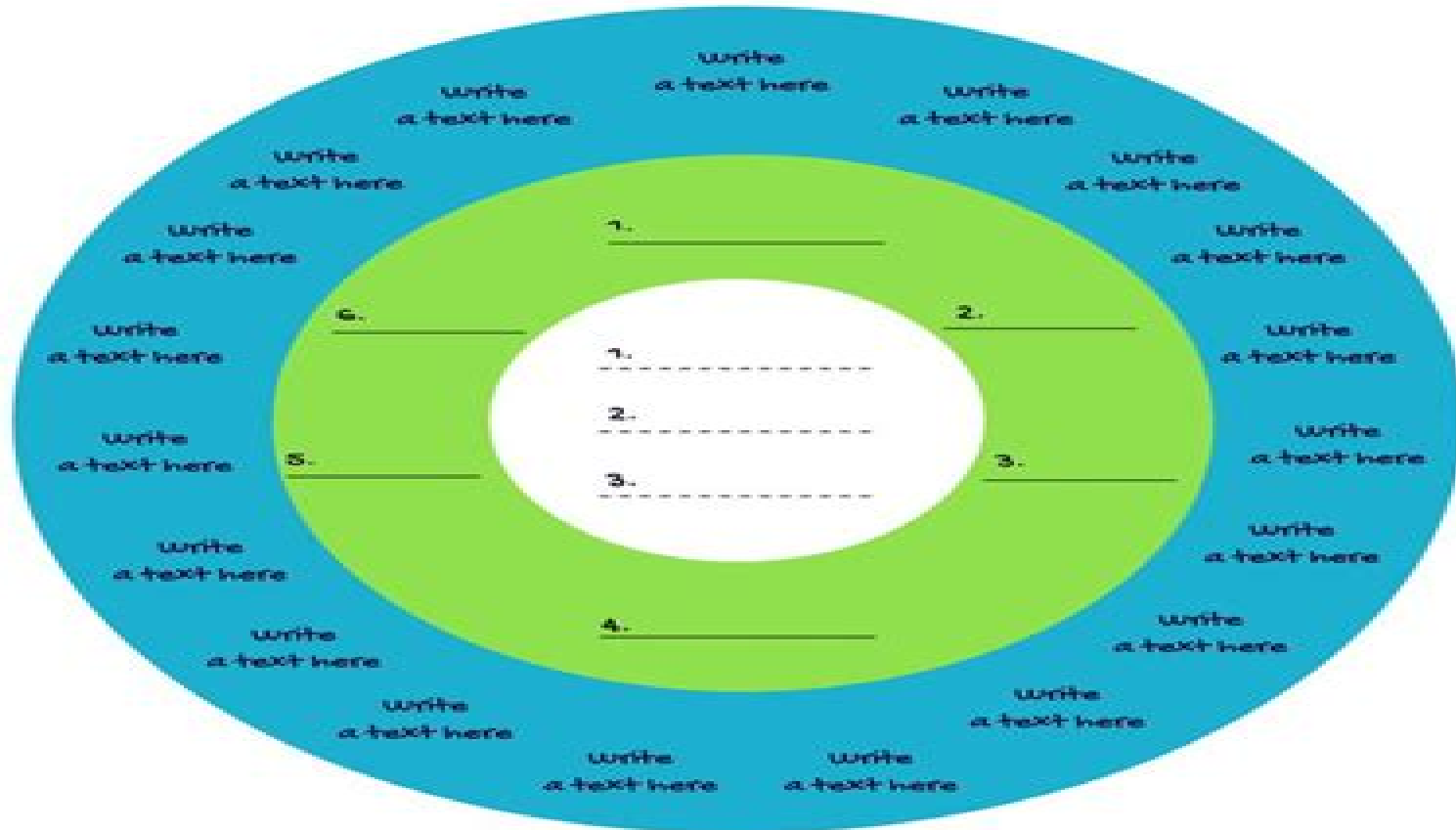




# THE BULLSEYE FRAMEWORK

Find the best traction channels



1. Write the 3 channels that look most promising in the center
2. In the next ring, the other 6 that might work
3. The channels that could work in the long term

4. Cross out the ones you have used
5. Do it again after testing

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# Bullseye Negotiating

**Brad Winn, Marc Sokol**



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