

## Understanding You Better

This agreement is entered into between .......... ("disclosing party") & the party identified in the signature block below (the "recipient") as of the last date set forth below.



?	What are the various outsourcing services you provide?
?	What is the business value for your clients — why would they buy it from you?
?	Do you get any trial period before you commit?
?	What are the industries or types of customers you serve?
?	What does the underlying client expect? Are their expectations reasonable or crazy-high?