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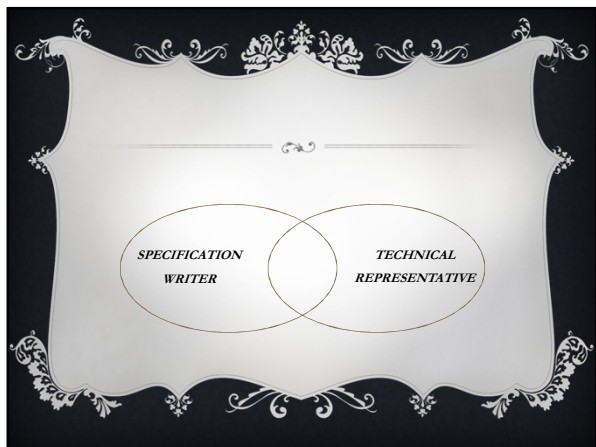
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- 
- A decorative list slide with a black background and a white ornate border. The title "TYPES OF CALLS" is centered in a bold serif font. Below it, four types of calls are listed in a serif font:
- COLD CALL
  - UPDATE CALL
  - EDUCATIONAL CALL
  - SPECIFICATION CALL

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**WHAT DOES A  
SPEC WRITER  
WANT ?**

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**HOW CAN A TECH  
REP HELP ?**

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**INFORMATION**

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