

VENDOR LOVE:

HOW TO BE THE CLIENT YOUR
VENDORS PUT FIRST

HELLO!

A born storyteller, I grew up in the Northwoods of Wisconsin and am currently loving life in the outdoors capital that is Duluth, MN.

I have 20 years of experience helping people see the world through our customers' eyes, most recently at the Ascena family of brands .

A seeker and innovator, I'm always looking for new tools and ways to improve processes and outcomes.

I put the enthusiasm and drive I've learned as an athlete and coach to work in my career by growing others.



KANTAR



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the
futures
company

FORRESTER®



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YOU'RE SO VAIN



Why Bother? Investments in Vendor Relationships Pay Off

GETTING TO KNOW YOU



Do your Homework

BREAKING UP IS HARD TO DO



Be transparent and honest at all times

CALL ME MAYBE!



Build clear and effective communications

WHAT HAVE YOU DONE FOR ME LATELY?



Don't just take, give

SO TELL ME WHAT YOU WANT,
WHAT YOU REALLY, REALLY WANT



Your unfulfilled wishes are their opportunities

MONEY, MONEY, MONEY



Pay. On. Time.

WE FOUND LOVE



The Payoff - Long, Mutually Beneficial Relationships

WE FOUND LOVE