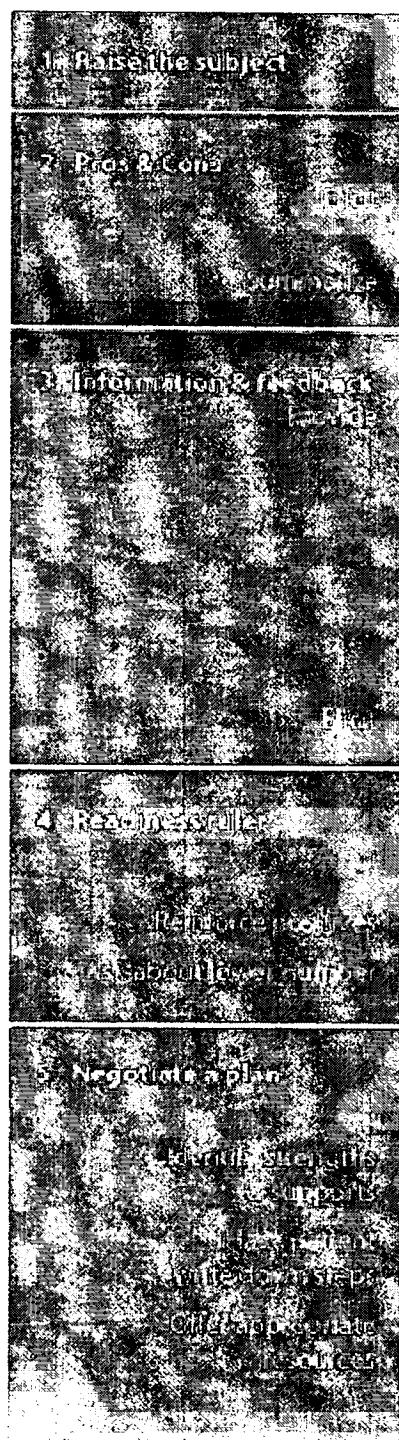


## Brief Negotiated Interview (BNI) Algorithm



### Readiness Ruler

1 = Not ready at all  
10 = Ready right now

