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A Few Things NEVER to Do When Engaging with Institutional Investors

Recently, I [blogged](#) about the #1 thing to never do when engaging with ISS. Here are a few items you shouldn't do when engaging with your institutional investors: 1. Don't ask your investor a question that you could have answered for yourself if you had bothered to read their voting policies. Or could have otherwise been found with a simple Google search. 2. Don't ask your investor how they voted at your shareholder meeting last year (or the years before that). You can ask a proxy solicitor or other provider who has that data for that information, and institutional investors are increasingly posting reports on their voting decisions on their websites.

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