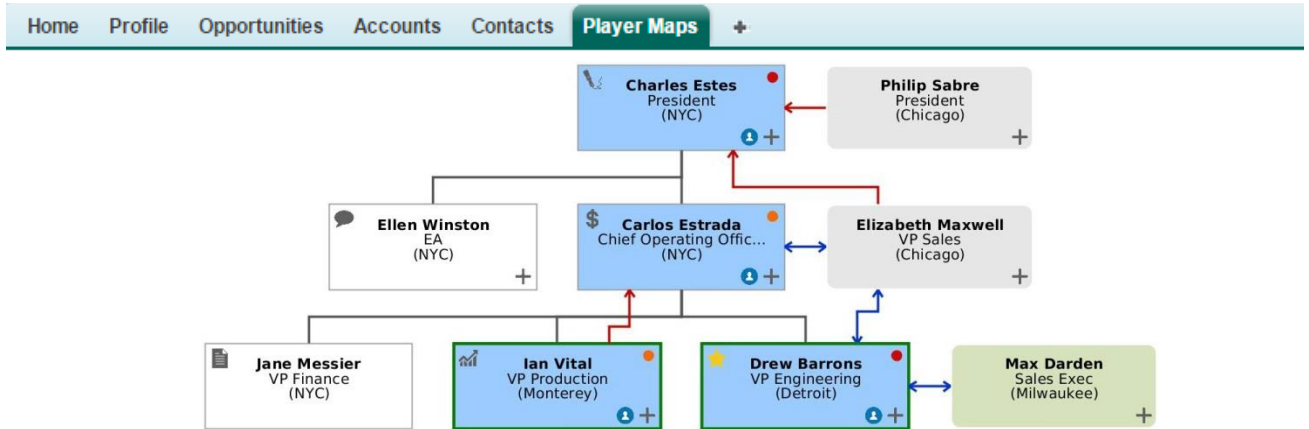


PLAYER MAP

Sell More Sooner



See your bridges and [LinkedIn® profiles](#) under Player Maps tab in Salesforce®

Folders & Player Maps			
		+ Create New Folder...	+ Create New Player Map...
Solo			
Acme		Shared by Scott	Action...
	Acme Vista 1, \$250K, 7.31.17 (06/05/2017 04:02 PM)	View Following	Action...
	Acme Vista 2, \$1.3M, 9.1.17 (06/05/2017 04:03 PM)	View + Follow	Action...
	Acme Vista 3, \$700K, 11.15.17 (06/05/2017 04:03 PM)	View Unfollow	Action...
Monique			Action...
Top 10			Action...

Customize your folders to quickly see the Player Maps for your must-win pursuits

[Home](#)
[Profile](#)
[Opportunities](#)
[Accounts](#)
[Contacts](#)
[Player Maps](#)

Create New...

Recent Items

- Vista
- Ian Vital
- Charles Estes
- Ellen Winston
- Vista
- Player Map

Recycle Bin

Show Feed

« Back to List: Contacts

Contacts (10+)

Account Detail

Account Owner

Player Map [Change]

Account Name

Vista [View Hierarchy]

Parent Account

Player Maps

New Player Map

- [Vista Project 2, Price, Close Date](#), 02/23/2015 11:57 AM by Player Map - [Edit](#) | [Del](#)
- [Vista Project 3, Price, Close Date](#), 02/23/2015 11:56 AM by Player Map - [Edit](#) | [Del](#)
- [Vista Project 2, Price, Close Date - Rename](#), 02/23/2015 08:25 AM by Scott Leland - [View](#)
- [Vista Project 1, Price, Close Date](#), 02/17/2015 11:38 AM by Player Map - [Edit](#) | [Del](#)

[Link](#) to Player Maps under Accounts or Opportunities to see where you stand

PLAYER MAP

Sell More Sooner

Add Person

Person: ☒ in Organization ☐ on Our Team ☒ as SF Contact

Search SF Contacts: ☐ in associated Account ☐ across all Accounts [Show All](#)

Name: First: Last:

Search LinkedIn Contacts (Name and Keywords entered are used for the search)

Keywords:

LinkedIn URL:

Reports to:

Title:

Location:

Contact: Phone: Email:

Player: ☐

Power: ☒ None ☐ Low ☐ Medium ☐ High

Preference: ☒ Positive ☐ Neutral ☐ Negative

Roles: ☐ Business ☐ Champion ☐ Competitor ☐ Contract ☐ Funds ☐ Pen Power ☐ Solution ☐ Source

Player Plan:

What do they want to achieve professionally and personally via the project?

How does your value clearly show "Why work with you?" vs competitors?

Notes:

Bridges: [Add Bridge](#) Add notes on bridges to clarify the foundation for your existing bridges or how you will build required bridges.

Note: to: [Remove](#)

[HELP ?](#) [Cancel](#) [Add](#)



* Click the to link to Contacts

Build your Player Maps quickly with the pull & point menu and [2-way sync](#)

Show Bridges on Player Map: ☒

Required Bridges:

[Phillip Sabre](#) → [Charles Estes](#)
Executive lunch to get to know each other.

[Elizabeth Maxwell](#) → [Charles Estes](#)
Lunch meeting to discuss account management.

[Ian Vital](#) → [Carlos Estrada](#)
Ian does not know Carlos very well, so reinforce relationship via an executive dinner.

[Max Darden](#) → [Max Graham](#)
Keep Graham in front of us as a competitive threat.

[Max Darden](#) → [Ian Vital](#)
Establish relationship, set up exec lunch.

[Gia Alvarez](#) → [Marie Ventura](#)
Pre-wire Marie that price will be higher than competitors, but ROI justifies.

Existing Bridges:

[Elizabeth Maxwell](#) ↔ [Drew Barrons](#)
Did a similar project for Drew at his previous company.

Map

Messages

Bridges

IQ analyzes each Player Map in real-time and coaches you on ways you can improve your position with this opportunity.

- PMX Team

Players:

Champion identified: Excellent that you have a Champion(s), but do not take them for granted, and make sure you can help them achieve their Player Plan

Competitor identified: Could you convert them to your side? Can you minimize their negative impact? Should you consider going around them?

Bridges:

Bridge to Source: Bridge to person who shares information, but may also share with competitors

Value:

Player Plan Value: Good that you have a Player Plan, but double-check that you are delivering value that clearly answers "Why work with you?"

Bridge Players re: Value Package: Bridge the Business, Funds & Pen Power Players to discuss the payback timeframe, long term cost of ownership and the ROI your value package will deliver

Messages

Bridges

IQ

Review required & existing [bridges](#) and receive real-time IQ coaching tips

Player Plan:

What do they want to achieve professionally and personally via the project?

How does your value clearly show "Why work with you?" vs competitors?

Charles Estes

Notes **Player Plan**

What: Will be retiring in 3 years, and Estes wants to go out on top.

How: Our solution is proven, and Estes will not "lose sleep" working with us, plus we project a 2 year payback.

Design [Player Plans](#) that engage the key Players and deliver your value