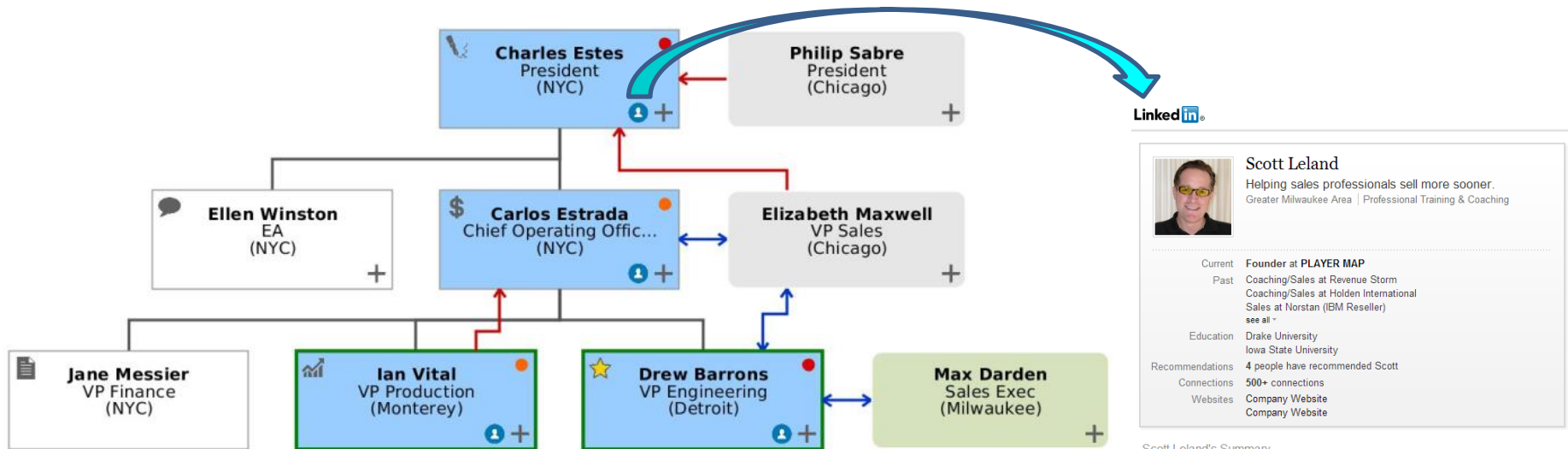


PLAYER MAP X-RAY

PMX connects to the LinkedIn® profile of the key client Players

Quickly & easily insert a button to connect directly to the LinkedIn® profile of key client Players

Review their LinkedIn® profile to see who they are and are connected to, helping you build your client bridges



LinkedIn

Scott Leland
 Helping sales professionals sell more sooner.
 Greater Milwaukee Area | Professional Training & Coaching

Current Founder at PLAYER MAP
Past Coaching/Sales at Revenue Storm
 Coaching/Sales at Holden International
 Sales at Norstan (IBM Reseller)
 see all -
Education Drake University
 Iowa State University
Recommendations 4 people have recommended Scott
Connections 500+ connections
Websites Company Website
 Company Website

Scott Leland's Summary

I am passionate about helping sales professionals achieve their professional & personal goals.

Working with people in 50+ countries and listening to what they wanted in a cutting-edge sales process, I created the Player Map, a 1 page visual sales plan that is an x-ray of political power & social networks. To streamline Player Map management, we launched the Player Map X-Ray (PMX) app, which works hand in glove with LinkedIn® and Salesforce®.

Leapfrogging legacy sales approaches and spanning global language & culture, the Player Map process + PMX app enable sales professionals to sell more sooner when they Player Map it.

Specialty: helping sales professionals map the political power + social networks in must-win pursuits, build bridges to key client players, and delivering value that helps both parties win.

[Using LinkedIn](#)

If questions, ping us at pmx@playermap.com or 1.414.921.2550