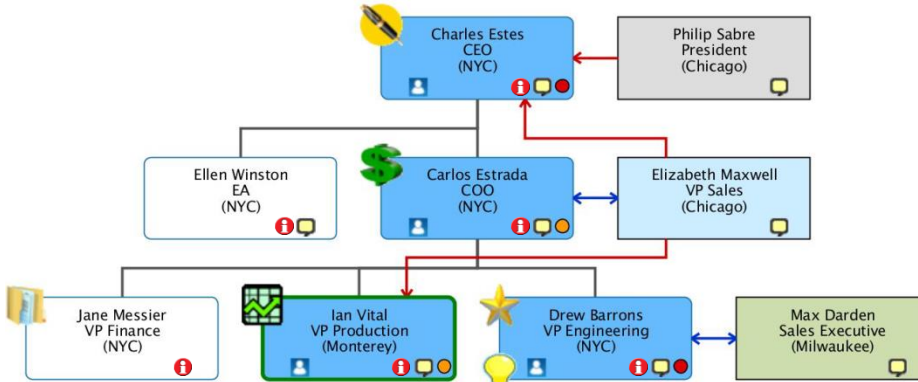


PLAYER MAP

Sell More Sooner

Home Profile Opportunities Accounts Contacts **Player Maps** +



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

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

Charles Estes President (NYC)

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

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

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

PLAYER MAP

Sell More Sooner

Home Profile Opportunities **Accounts** Contacts Player Maps +

Create New...

Recent Items

- Vista
- Jan Vital
- Charles Estes
- Elen Winston
- Vista
- Player Map

Recycle Bin

Vista

Show Feed

Back to List: Contacts Contacts (10+)

Account Detail

Account Owner: [Player Map \[Change\]](#) [Edit] [Delete] [Sharing]

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

Add Person

Person: in Organization on Our Team as SF Contact

Search SF Account Contacts: [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](#)

Cancel Add



Click the to link to Contacts

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

PLAYER MAP X-RAY

Folders & Player Maps		Create New Folder...	Create New Player Map...
Solo			
Acme	Shared by Scott	Action...	
Acme_Vista 1, \$250K, 4.15.14 (01/24/14 by Scott)	View	Following	Action...
Acme_Vista 2, \$1.3M, 5.30.14 (01/24/14 by Scott)	View	+ Follow	Action...
Acme_Vista 3, \$700K, 11.15.14 (01/24/14 by Scott)	View	Unfollow	Action...
Monique		Action...	
Top 10		Action...	

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