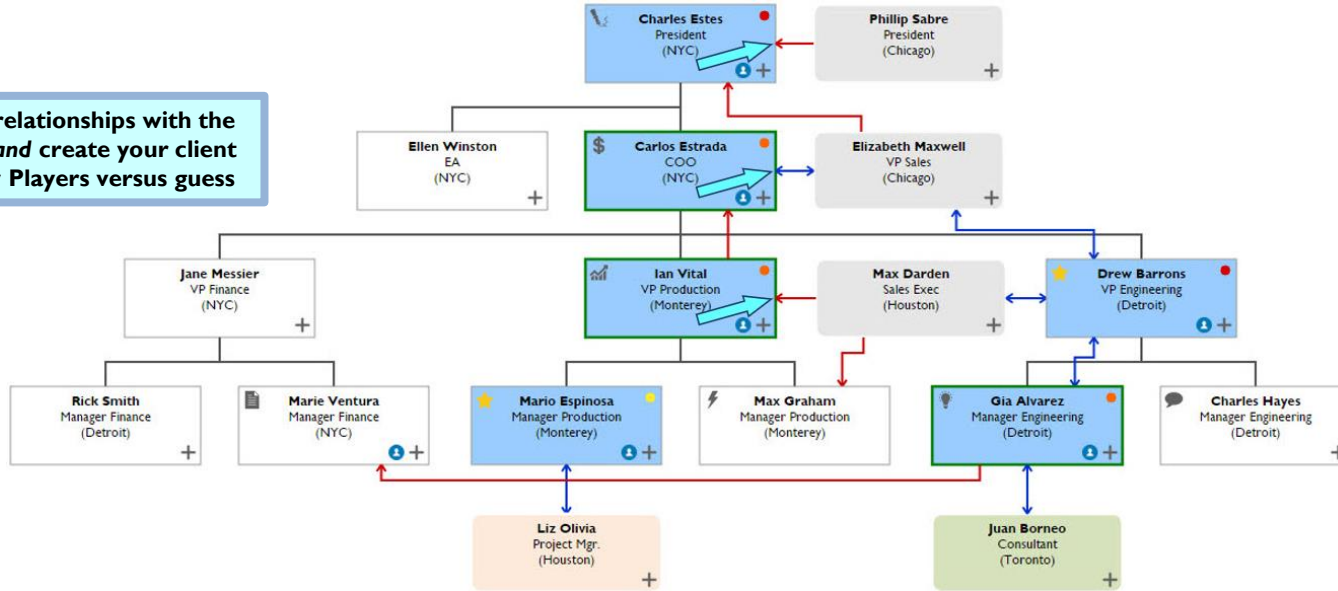


# PLAYER MAP X-RAY

## Bridge your team to evolve a static org chart into a dynamic Player Map

Instantly see your relationships with the key client Players and create your client data base – see key Players versus guess



See how you plan to build *required* bridges or the foundation of your existing bridges on Player notes or under the Bridges tab

**Elizabeth Maxwell**  
VP Sales (Chicago)

Notes Bridges

**Required Bridges:**

**Elizabeth Maxwell → Charles Estes**  
Lunch meeting to discuss account management.

**Existing Bridges:**

**Elizabeth Maxwell ↔ Carlos Estrada**  
Have meet multiple times re: project. Highlight ROI project will deliver Vista.

**Elizabeth Maxwell ↔ Drew Barrons**  
Did a similar project for Drew at his previous company.

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.

[Using Bridges](#)

If questions, ping us at [pmx@playermap.com](mailto:pmx@playermap.com) or 1.414.921.2550