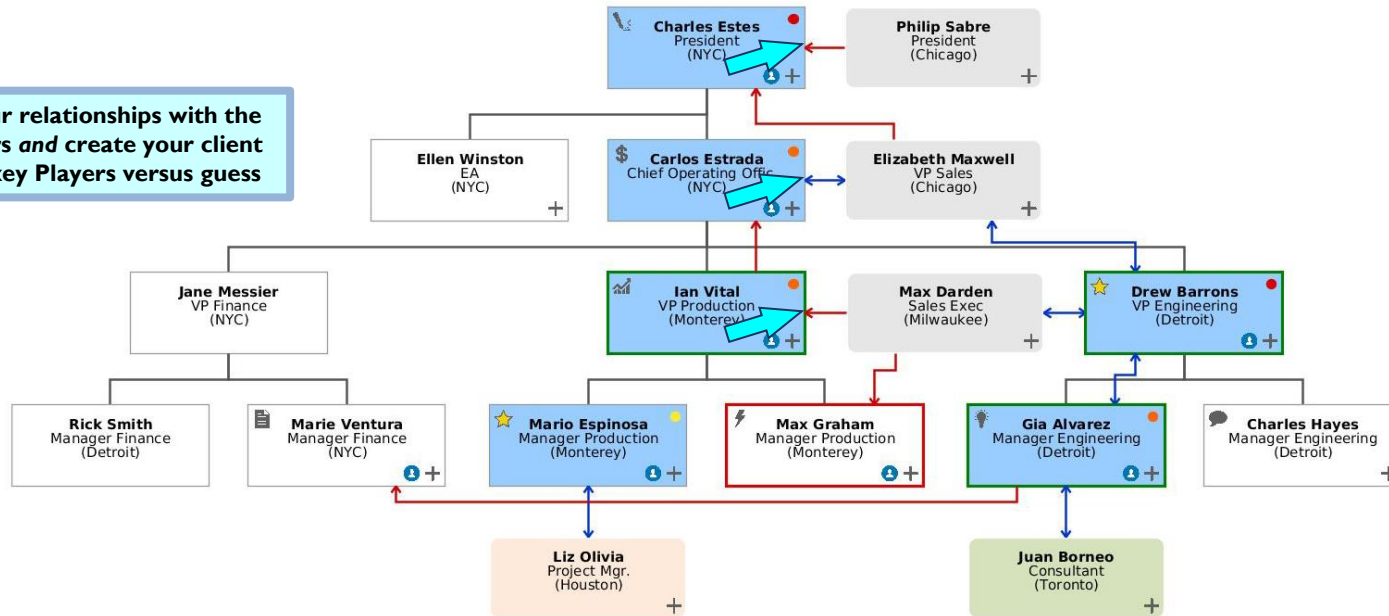


# PLAYER MAP X-RAY

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:**

- Philip 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.
- Max Darden → Gia Alvarez  
Have met several times, but need to get to know better.
- Gia Alvarez → Marie Ventura  
Pre-wire Marie that price will be higher than competitors, but ROI justifies.

Using Bridges

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