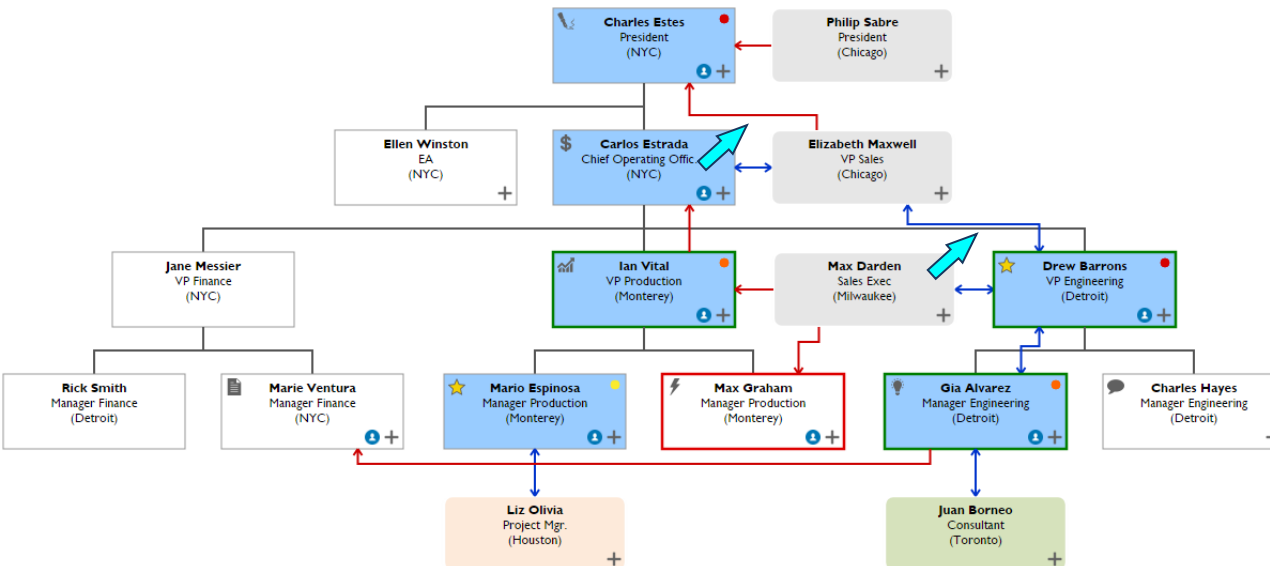


# PLAYER MAP X-RAY

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

See your relationships with the key Players – know your strengths and weaknesses vs guessing your status

See your bridges on “Bridges” tab: how you will build required Bridges or the foundations of existing ones



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

[Building Bridges](#)

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