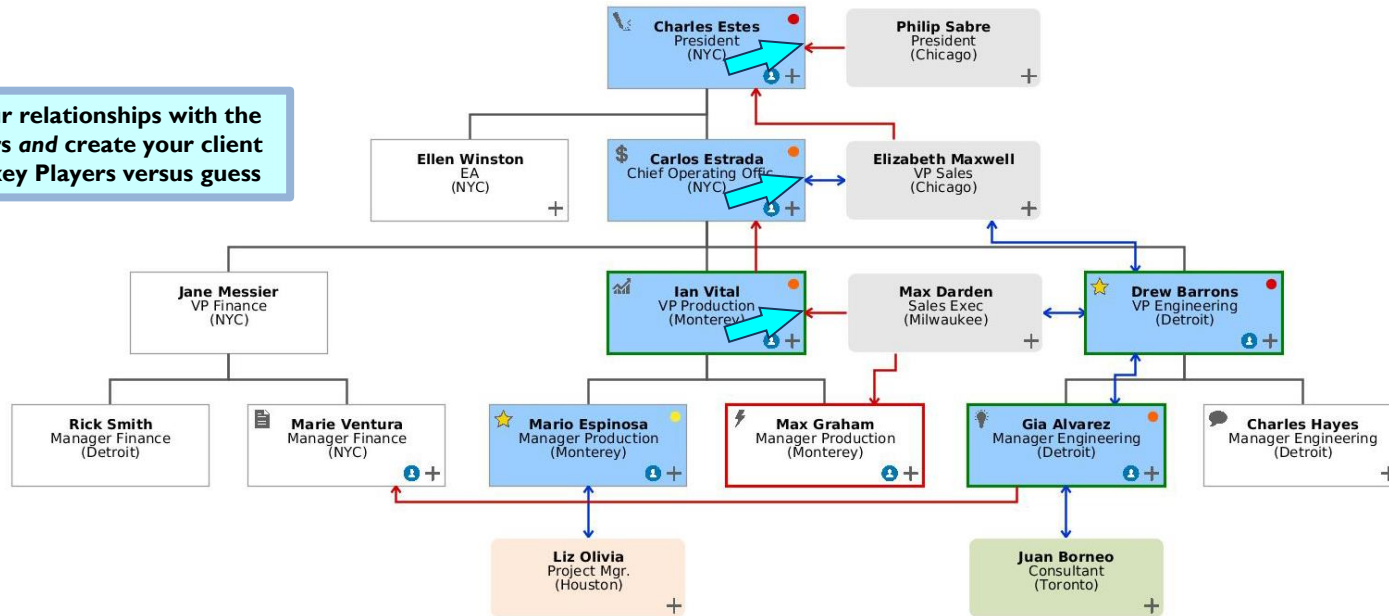


PLAYER MAP X-RAY

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.

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 or 1.414.921.2550