

# PLAYER MAP

## Maximize win rate on your must-win pursuits with Pipeline

### ● Coaching: 60 minute coaching calls via webinar

- ✓ One-on-one with sales exec or with sales team

#### 1. Player Map: coaching on client PLAN 3D

- ✓ Completed & shared with sales & management

#### 2. Project: confirm project criteria & win rate

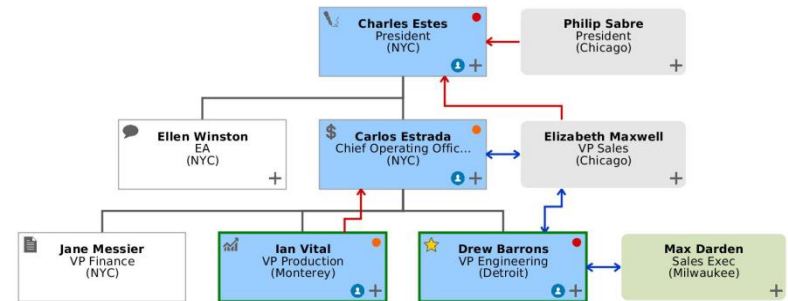
- ✓ Written plan delivered to sales & management

#### 3. Position: clarify value, strategy & meeting

- ✓ Written plan delivered to sales & management

### ● Analysis: review client, Player Maps and plans

- ✓ Time we invest ensuring your plan is optimized



**Sell more sooner when you Player Map it**

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