

# PLAYER MAP

Sell More Sooner

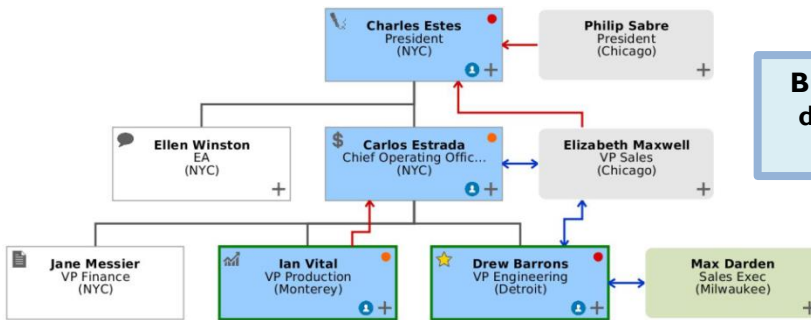
## Design 3-dimensional Player Plans to increase your wins

**Who** are the key Players that we will need to work with to win this project?



**What** do they want to achieve professionally and personally via the project?

**How** does your value clearly show “Why work with you?” versus your competitors?



Built into the Player Map, design your Player Plans on PMX to drive sales

Charles Estes

Notes    Player Plan

**What:**  
Will be retiring in 3 years, and Estes wants to go out on top.

**How:**  
Our solution is proven, and Estes will not “lose sleep” working with us, plus we project a 2 year payback.

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