

## Player Map sales system is proven worldwide to elevate sales performance

### 1. Perform + Qualify

- Work together as a high-performance team to navigate the client Player Map.
- Qualify projects using Quali-5 attached to the Player Map for an all-in-one plan.
- Utilize the core PMX features to efficiently build, share & manage Player Maps.

### 2. Players + Bridges

- Identify key client Players, and design Player Plans to help achieve their goals.
- Manage champions and competitors, and successfully bridge the Player Map.
- Walk through the start, development, and outcome of how you Player Map it.

### 3. Results + Approach

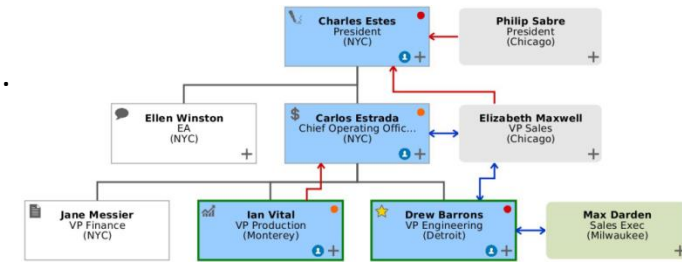
- Confirm the results key Players are looking for to help customize your solution.
- Design and quantify your value package so the Players can clearly see your edge.
- Adapt approaches to position value with Players and offset your competitors.

### 4. Dialogue + Negotiate

- Use a communication process that helps generate dialogue with key Players.
- Lead negotiations as a meeting conductor who best positions your solution.
- Master negotiating playbook to skillfully utilize Players/Pause/Position plays.

### 5. Projects + Certify

- Present Quali-5 + Player Map to model approach and show process mastery.
- Brainstorm a plan to win a complex project utilizing the Player Map approach.
- Earn Player Map certification upon demonstrating expertise using the system.



Each module is presented on a 2-hour webinar, with webinars scheduled same day & time for 5 weeks, with everyone on webcam to fuel dialogue and interaction.

