

Player Map sales system is proven worldwide to elevate sales performance

## 1. Team + Qualify

- Sell together as a high-performing team to navigate Player Maps of top clients.
- Qualify projects using Quali-5 attached to the Player Map for an all-in-one plan.
- Utilize the core PMX features to effectively build & manage client Player Maps.

## 2. Players + Bridges

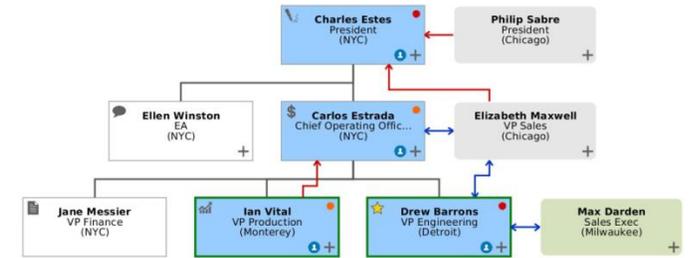
- Identify key client Players, and design Player Plans to help achieve their goals.
- Develop champions, and bridge key Players using your team and social media.
- Walk through the start, development and outcome of how you Player Map it.

## 3. Value + Strategy

- Confirm the value key Players are looking for to help customize your solution.
- Design and quantify your value package so Players clearly see your advantage.
- Adapt your strategy to position value with Players and offset top competitors.

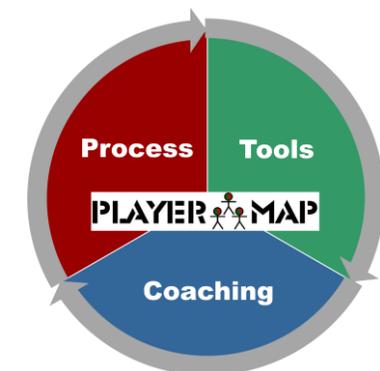
## 4. Negotiate + Winlab

- Master negotiate playbook to skillfully use plays to manage Player negotiation.
- Lead negotiation meeting as a conductor who bridges joint value with Players.
- Present a top project Player Map and Quali-5 in a Winlab to optimize win rate.



Each module is presented on a 2-hour webinar, with webinars scheduled on same day & time for 4 straight weeks, with all participants on webcam to fuel group dialogue and interaction.

Each participant will work on their top project: learn the process then apply it to their project. Net: real work on real projects for real results. Participants certified on successful completion.



**Player Map is real work on real projects for real results**