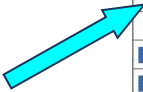


Open Player Map in PMX

PLAYER MAP X-RAY

[My Player Maps](#) | [Org Player Maps](#) | [Org Admin](#) | [My Profile](#) | [Help](#)

Folders & Player Maps		Create New Folder...	Create New Player Map...
Solo			
	Vista_Project 1, \$ TBD, Date TBD (06/11/2017 08:47 AM)		Action...
	Vista_Project 2, \$2.5M, 11/17 (06/08/2017 12:24 PM)		Action...
	Leland Q3 2017	Shared with 2 others	Action...
	Player Maps		Action...



Tips ::

[Share Player Maps with your team](#)

Add people from Multiple Accounts

Use PMX "IQ" Real-time Coaching

Latest News ::

[NEW Account & Opportunity Search](#)

[About](#) | [Contact](#)

Click Standalone Player Map (change) to link to SFDC

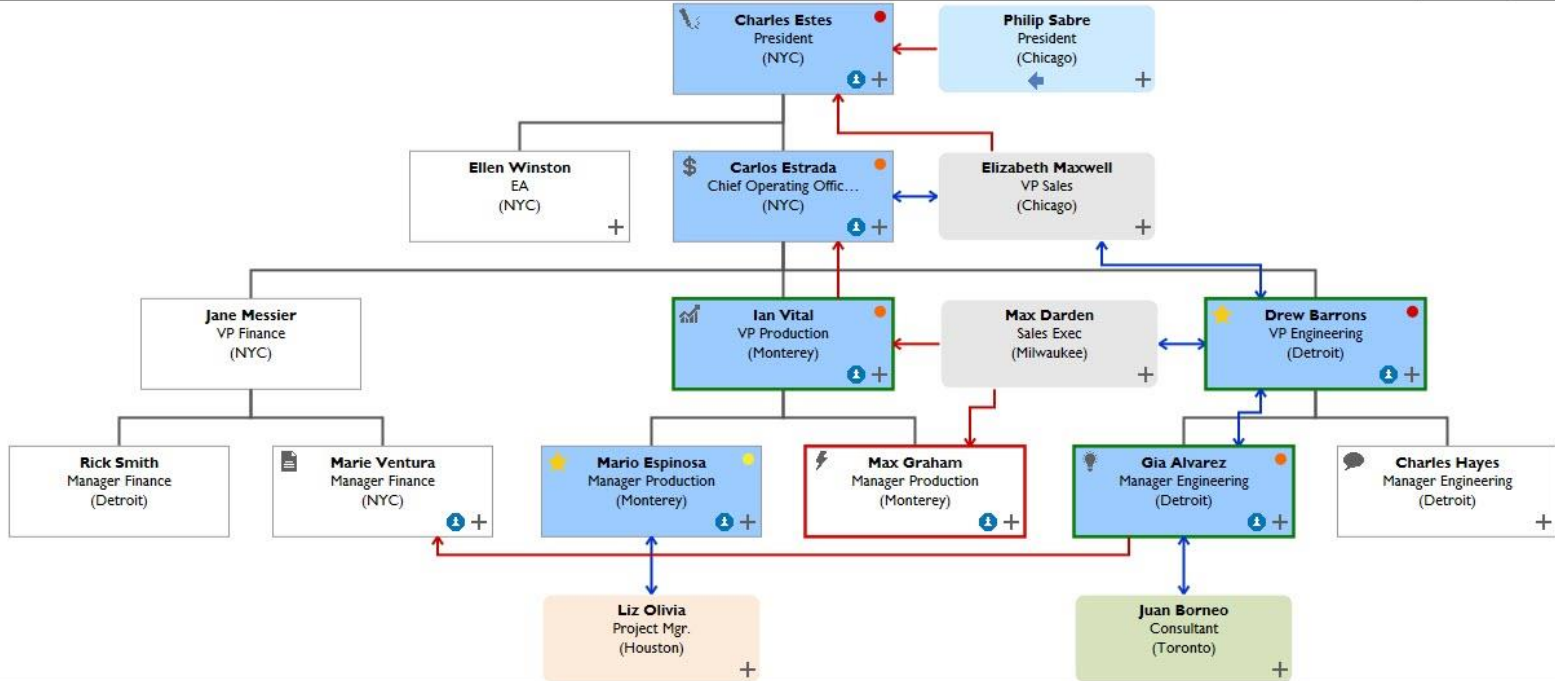
PLAYER MAP X-RAY

Add Person saved on 06/11/17 10:20AM

Vista, Project Name, Price, Close Date

[My Player Maps](#) | [Org Player Maps](#) | [Org Admin](#) | [My Profile](#) | [Help](#)

Legend Action... Save & Return Return



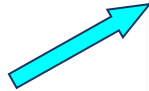
Map

Messages

Bridges

IQ

Select Account or Opportunity



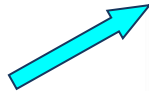
The "Vista, Project Name, Price, Close Date - Rename" Player Map is currently not associated with an existing Player Map, Salesforce opportunity or Salesforce account.

To add an association, select an option below:

- **Account**
Update this Player Map to use contacts from a specific Salesforce Account
- **Opportunity**
Update this Player Map to use contacts from a specific Salesforce Opportunity that is a subset of an Account
- **Existing Player Map**
Update this Player Map to use contacts from an existing Player Map
- **Standalone**
Update this Player Map to be a standalone Player Map without access to contacts in an existing Player Map, Salesforce opportunity or Salesforce account

[Cancel](#)

Choose Account or Opportunity



Select the Account to associate the "Vista, Project Name, Price, Close Date - Rename" Player Map with:

Search Accounts:

Limit to accounts that I own

My Accounts:

Alpha — San Francisco, USA
Beta — Zurich, Switzerland
Vista — New York, United States

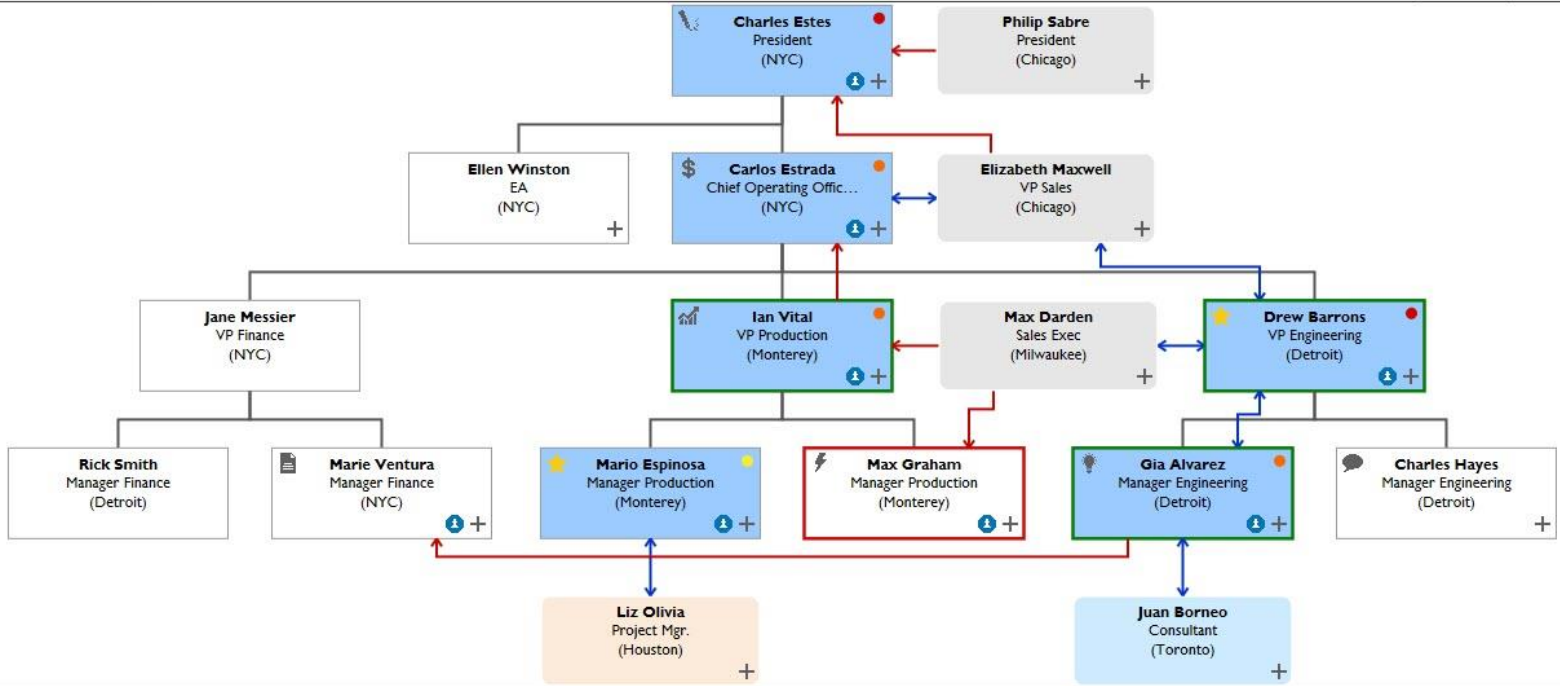
[Cancel](#) [< Back](#)

Account or Opportunity the Player Map is linked to in SFDC

Add Person saved on D6/11/17 11:14AM

Vista, Project Name, Price, Close Date

Legend Action... Save & Return [Return](#)



Select person if exist in SFDC
(search by name or Show All)

Account: Vista [change]

My Player Maps | Create Player Maps | Create Admin | My Profile | Help

Add Person saved on 06/11/17 11:14AM

Vista, Project Name, Price, Close Date - Rename

Legend Action... Save & Return Return

Edit Person

Person: in Organization on Our Team

Search SF Contacts: in associated Account across all Accounts

Show All

11 Contacts found...

Name: Carlos Estrada (COO) - NYC
Charles Estes (CEO) - NYC

Reports to: Charles Hayes (Manager Engineering) - Detroit
Drew Barrons (VP Engineering) - NYC

Title: Ellen Winston (EA) - NYC

Location: Gia Alvarez (Manager Engineering) - Monterey
Jane Messier (VP Finance) - NYC

Contact: Marie Ventura (Manager Finance) - NYC
Mario Espinosa (Engineer Networking) - Monterey
Max Graham (Manager Production) - Monterey
Rick Smith (Manager Finance) - Detroit

Player: Rick Smith (Manager Finance) - Detroit

Power: None Low Medium High

Preference: Positive Neutral Negative

Roles: Business Champion Competitor
 Contract Funds Pen Power
 Solution Source

Player Plan:

What do they want to achieve professionally and personally via the project?
Will be retiring in 3 years, and Estes wants to go out on top.

How does your value clearly show "Why work with you?" vs competitors?
Our solution is proven, and Estes will not "lose sleep" working with us, plus we project a 2 year payback.

Notes:
Turned around the company.
Goal is Vista 1 in industry.
Formula 1 fan.

Bridges: Add Bridge

Delete Cancel Update

Click "Update" to link to SFDC

Account: Vista [change]

My Player Maps | Create Player Maps | Create Admin | My Profile | Help

Add Person saved on 06/11/17 11:14AM

Vista, Project Name, Price, Close Date - Rename

Legend Action... Save & Return Return

Edit Person

This person is an existing contact in Salesforce; changes to their Name, Title, Phone or Email will get updated in Salesforce.

Person: in Organization on Our Team

Search SF Contacts: in associated Account across all Accounts

Show All

11 Contacts found...

Name: First: Charles Last: Estes

Reports to: Charles Hayes (Manager Engineering) - Detroit

Title: CEO

Location: NYC

Contact: Phone: 212-555-1111
Email: cestes@vista.com

Player: Business

Power: None Low Medium High

Preference: Positive Neutral Negative

Roles: Business Champion Competitor
 Contract Funds Pen Power
 Solution Source

Player Plan:

What do they want to achieve professionally and personally via the project?
Will be retiring in 3 years, and Estes wants to go out on top.

How does your value clearly show "Why work with you?" vs competitors?
Our solution is proven, and Estes will not "lose sleep" working with us, plus we project a 2 year payback.

Notes:
Turned around the company.
Goal is Vista 1 in industry.
Formula 1 fan.

Bridges: Add Bridge

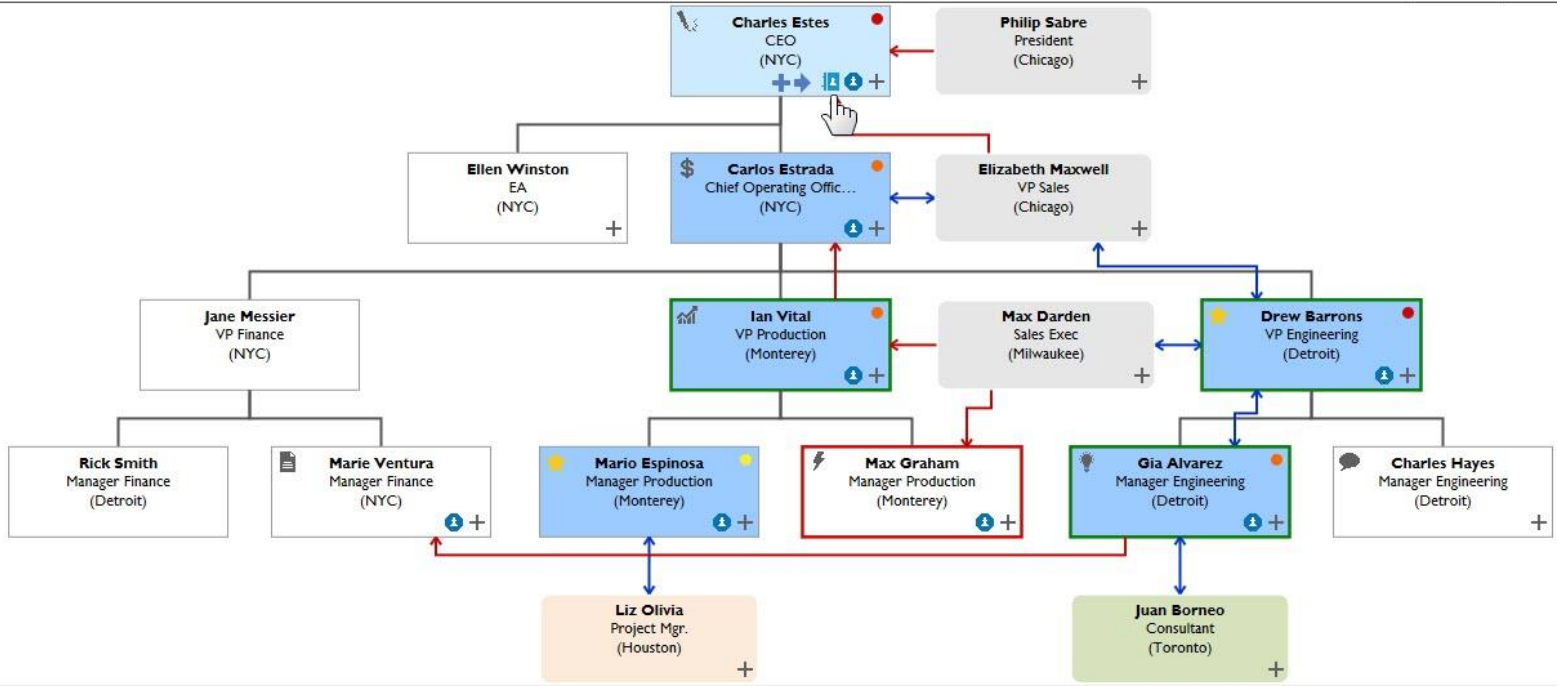
Delete Cancel Update

Linked to SFDC per Symbol

Add Person saved on 06/11/17 11:14AM

Vista, Project Name, Price, Close Date

Legend Action... Save & Return Return



Map
Messages
Bridges
IQ

Create contact if not in SFDC

PLAYER MAP X-RAY
Account: Vista [change] My Player Maps | Orq Player Maps | Orq Admin | My Profile | Help

Add Person saved on 06/11/17 11:27AM Vista, Project Name, Price, Close Date Legend Action... Save & Return Return

Add Person

Person: in Organization On Our Team as SF Contact

Search SF Contacts: in associated Account across all Accounts Show All

Name: First: John Last: Smith

Reports to: Charles Estes (CEO)

Title: CIO

Location: NYC

Contact: Phone: 212-555-1111 Email: jsmith@vista.com

Player:

Power: None Low Medium High

Preference: Positive Neutral Negative

Roles: Business Champion Competitor Contract Funds Pen Power Solution Source

Player Plan:
What do they want to achieve professionally and personally via the project?
How does your value clearly show "Why work with you?" vs competitors?

Notes:

Bridges: Add Bridge Add notes on bridges to clarify the foundation for your existing bridges or how you will build required bridges.

Cancel Add

New Contact linked to SFDC

PLAYER MAP X-RAY
Account: Vista [change] My Player Maps | Orq Player Maps | Orq Admin | My Profile | Help

Add Person saved on 06/11/17 11:30AM Vista, Project Name, Price, Close Date Legend Action... Save & Return Return

Map

Charles Estes CEO (NYC)

Philip Sabre President (Chicago)

Ellen Winston EA (NYC)

Carlos Estrada Chief Operating Officer (NYC)

Elizabeth Maxwell VP Sales (Chicago)

John Smith CIO (NYC)