

Player Map visualizes the sales process mobilize as a Challenger

- Player Map + Challenger work hand in glove
- <u>Challengers</u>: teach, tailor and take control
- <u>Players</u>: mobilizers, risk-takers, champions, high-impact, demand value, leaders
- ✓ <u>Player Map</u>: visual, drives coaching/planning
- Challenger starts where Player Map stop

If questions, ping us at pmx@playermap.com or 1.414.921.2550