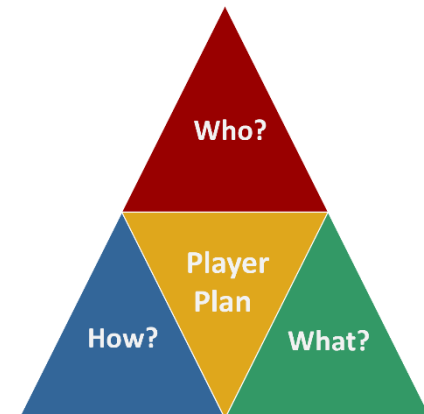
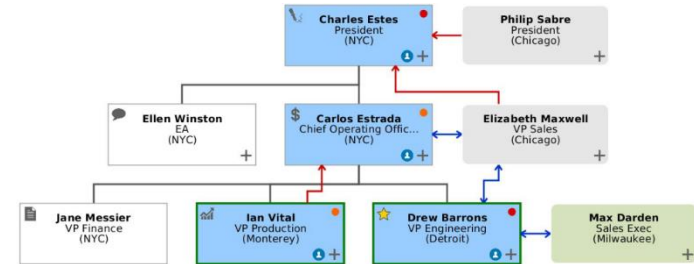


PLAYER MAP X-RAY

Fast 5 checklist for when you are coaching your team

- 1. Quali-5:** does it accurately capture the project?
 - ✓ Review one-page Q5 attached to the Player Map.
- 2. Value:** is it clearly defined and has solid stories?
 - ✓ Have results been quantified with the key Players?
- 3. Player Map:** is your team bridged to all Players?
 - ✓ Champion, Funds, Pen Power, etc. for primary person.
- 4. Player Plan:** do they have plans for key Players?
 - ✓ Brainstorm to ensure plans show why work with you.
- 5. Strategy:** are they currently Push, Plus or Plus?
 - ✓ Remember to adapt your approach to project status.

Check the [PMX IQ tab](#) for coaching ideas –
Print IQ tips to use as your coaching script



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