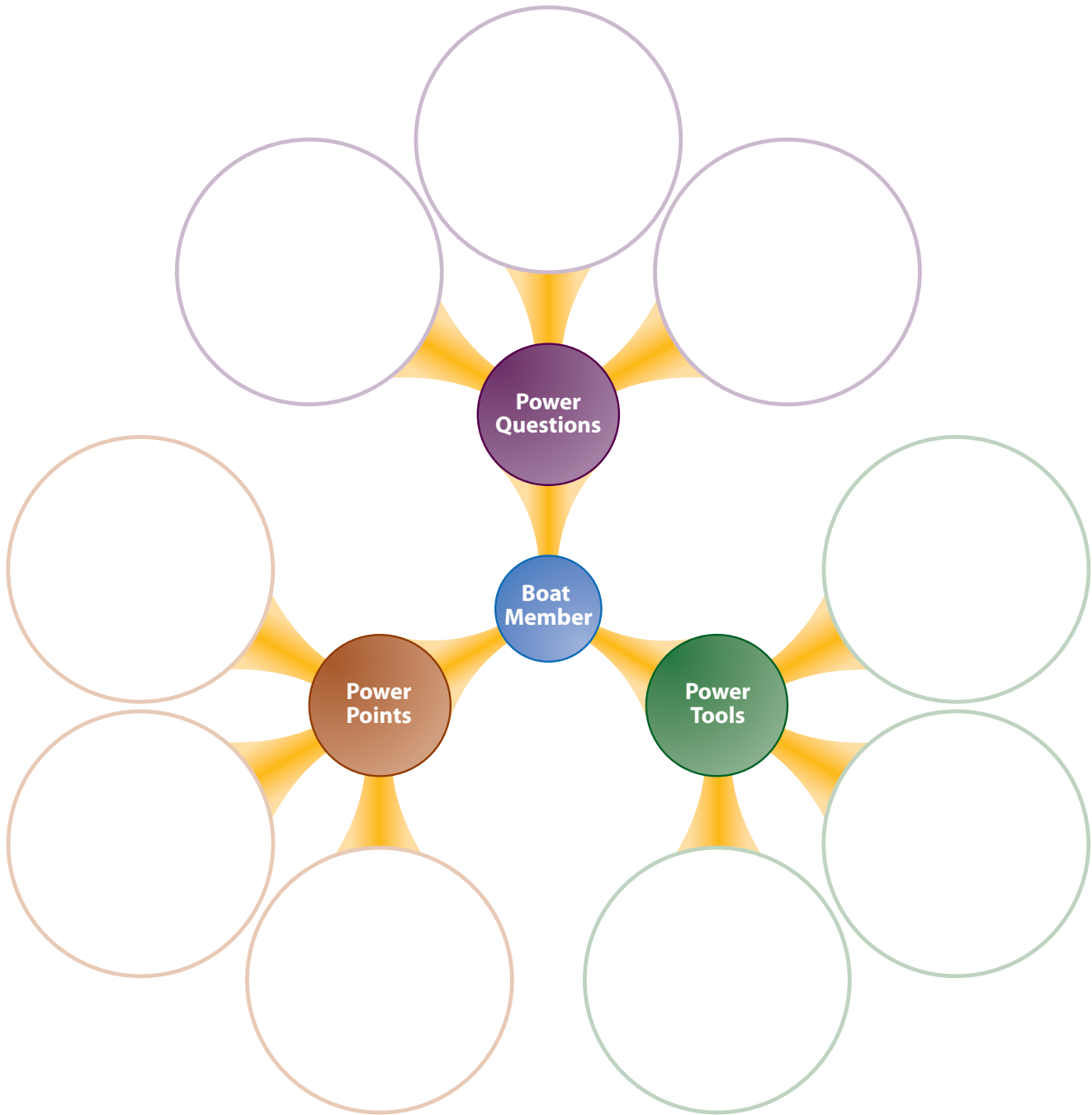


Power Boat

Hunt Team Member Name:



Power Boat

Unleashing the Power of Your Boat

It's not enough just to select the members of your boat. You have to equip them properly so that they may all perform at an optimum level.

Determine the Power Tools, Power Points, and Power Questions that each boat member will use to prove that working with you will be safe.

Power Tools: Visual and physical examples that show how you'll work through and resolve issues that may arise as your solution is implemented.

Power Points: High-leverage advantages that your company offers that are also important to the whale. Select no more than three per boat member, and ensure each can confidently and accurately convey these advantages.

Power Questions: Insightful inquiries that demonstrate a balance of knowledge and interest from your boat members — and help you identify the Buyers' Table, learn fears, and understand processes and people potentially affected by your solution.

Notes: