



VOL.3
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VIVUN PRESENTS

THE HERO CHRONICLES



STEPPING INTO
THE **CENTER** OF
INFLUENCE!

PART ONE
FORECAST



IT'S GETTING TO THE END OF THE QUARTER, AND THINGS AREN'T GOING WELL.

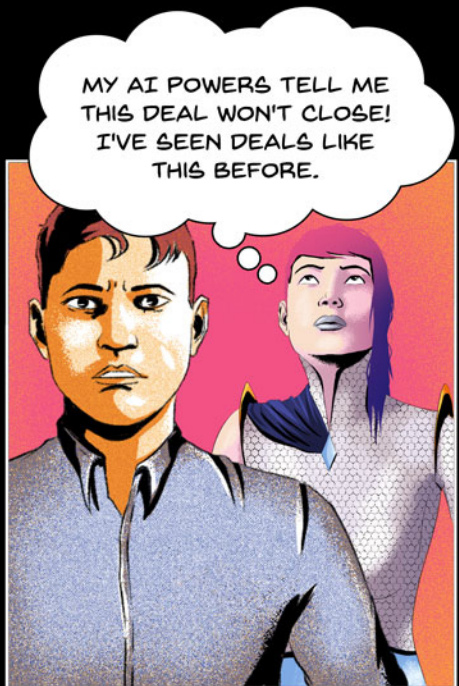
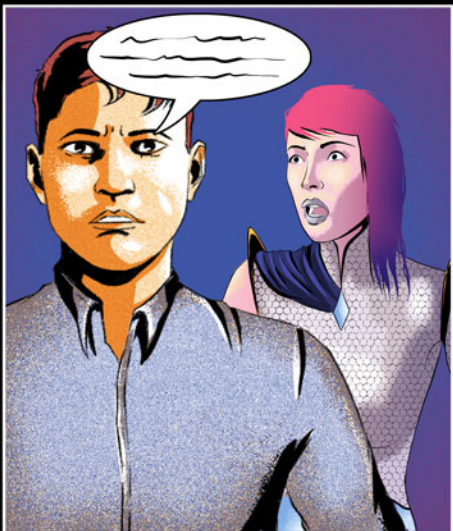
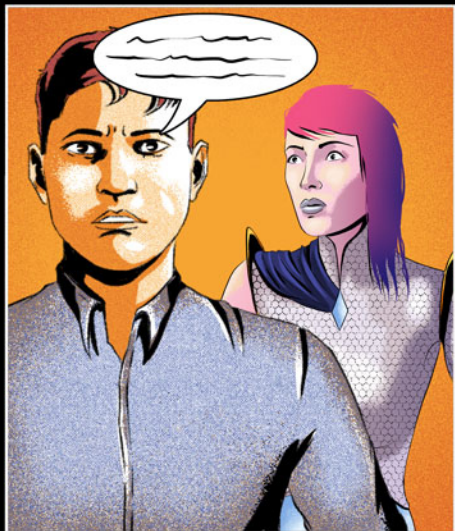


I'M CONFIDENT THAT THE DEAL WITH UNPROBABLE, INC. WILL CLOSE WITHIN THE QUARTER.

WE'RE IN LOCKSTEP WITH THE BUYER.

AE, THE ACCOUNT EXECUTIVE

HERO, THE SALES ENGINEER





THIS COMPETITOR HAS BEEN HISTORICALLY CHALLENGING FOR US - 3
MULTIPLE PRODUCT GAPS EXIST WITH NO DEVELOPMENT PROGRESS - 4
THE TEAM WORKING THIS DEAL HAS A LOW WIN RATE - 2



PART TWO MEETING THE BUYER

AT HERO'S NEXT MEETING WITH THE BUYER...



HI THERE HOW

OH, IT'S YOU AGAIN.
WHY ARE WE
HAVING THIS CALL?



PART FOUR EPILOGUE



WITH PRODUCT HAVING CLOSED THE GAP,
HERO AND THE AE MEET WITH THEIR BUYER ONCE
MORE TO REVIVE THE OPPORTUNITY.

PUT THAT DEAL IN COMMIT!