

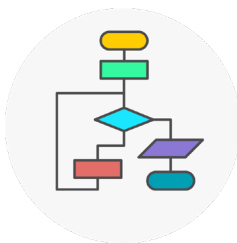


Maximize Your Accounts' Potential with the ValueSelling Account Plan

Revitalize Your Account Planning and Growth Strategy

Challenged by inefficient resource distribution and wavering buyer confidence? Introducing the solution you've been waiting for: **ValueSelling Account Plan**.

Our comprehensive toolkit empowers your revenue teams with insights to fully understand your target accounts and pinpoint lucrative opportunities. The result? Enhanced buyer trust and resource optimization.



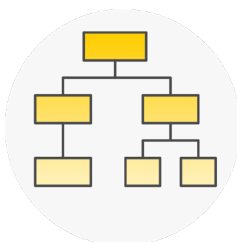
Amplify Account Intelligence:

Discover the intricate structure, objectives, and hurdles of your target accounts with our user-friendly workflows.



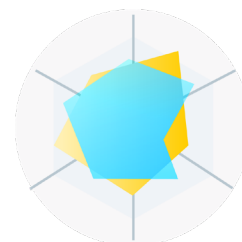
Maintain Deal Momentum:

Monitor account progress, assess account plans, and spotlight areas of improvement with our extensive reporting and dashboard capabilities.



Accelerate Account Expansion:

Harness high-yield opportunities using ValuePrompters® and Power Maps to map stakeholder dynamics.



Formulate Strategic Plans:

Apply SWOT and White Space analyses, competitive insights, and differentiation tools to formulate effective strategies.



Both TrainingIndustry.com and Selling Power have named ValueSelling Associates to their annual Top 20 Sales Training Companies list.




Equipping Revenue Teams with Essential Tools

The ValueSelling Account Plan encompasses:

Current Account State:

-  360° Profile Builder™
-  Analysis Prompter
-  Power Map
-  SWOT Analysis
-  Competitive Differentiation
-  Account Health

Account Future Path:

-  Revenue Dashboards
-  White Space Analysis
-  Identified Opportunities
-  Action Plans

Your Account Goals:

-  Opportunity Assessments
-  Value Prompters®
-  Mutual Plans
-  Reverse Timelines

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Did you know?
When B2B buyers have confidence in their buying decision, they're 2.6 times more likely to expand an existing relationship.

Gartner

Welcome to the future of account planning with ValueSelling Account Plan. We transform sellers into the trusted business advisors that buyers need in unpredictable times. Our comprehensive toolkit allows you to customize your approach to each account's unique sectors and key stakeholders. With us, you'll achieve a complete view of your revenue engine, facilitating efficient data analytics, goal setting, and proactive trend monitoring.

Jumpstart your journey towards intelligent, effective account management with ValueSelling Account Plan. Begin your transformation today!

Try ValueSelling Account Plan free for 30 days.

We provide onboarding and training to help you hit the ground running. To learn more or request a demo, contact vsasupport@valueselling.com.



Keep it simple. Drive results.

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