



FINLISTICS

Crafting Superior Customer Journeys

WITH A CHIEF VALUE OFFICER

Hosted by:

Dr. Stephen Timme

Tom Pisello

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Your Hosts



Dr. Stephen Timme

President + Founder
FinListics Solutions



Tom Pisello

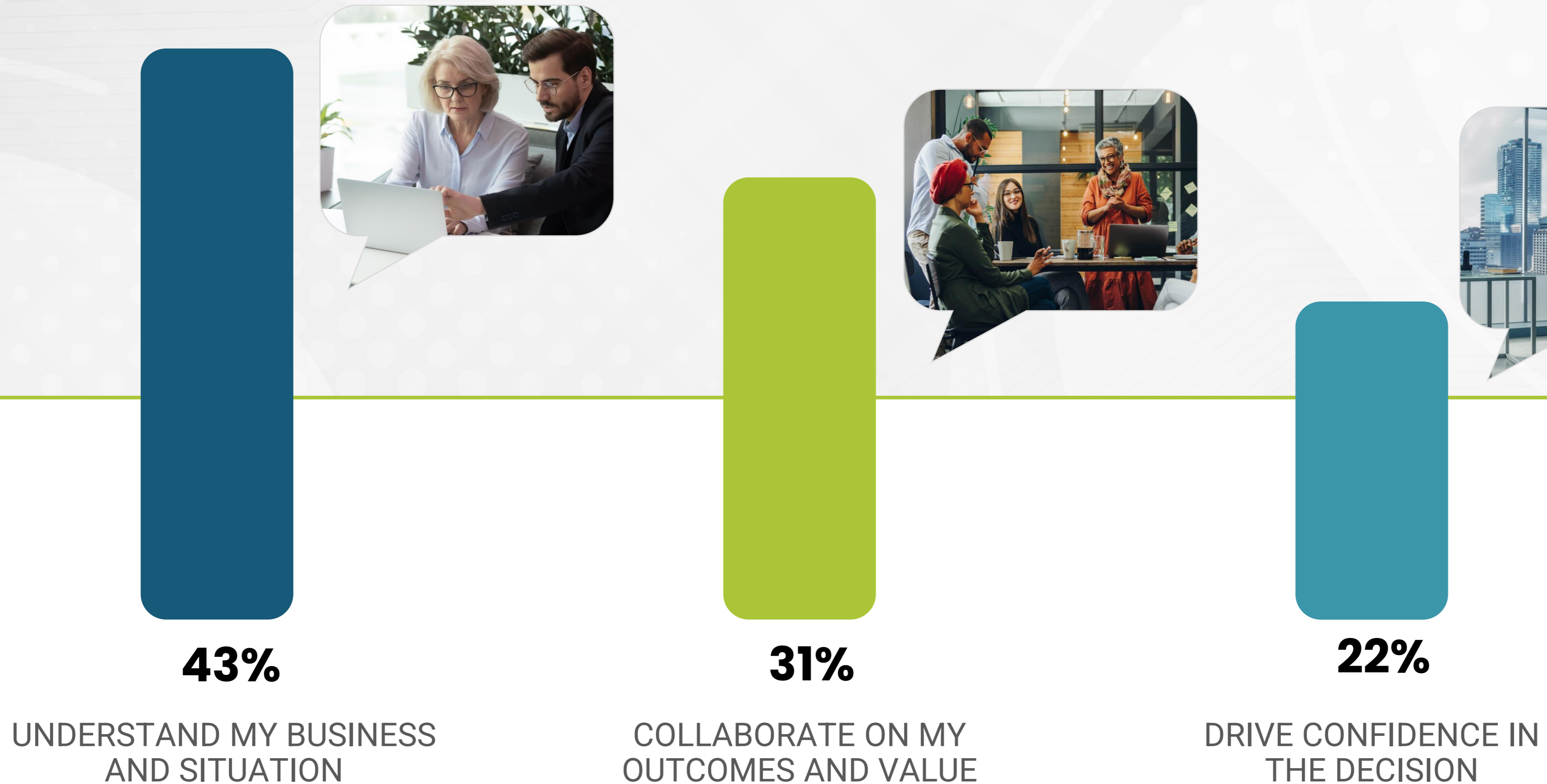
Founder + Partner
Genius Drive



April Morley

Founder + Partner
Genius Drive

What Do Executive Buyers Really Want?



How Well Does Your Sales Force Know Their Customers?

Poll Results:

They're a trusted advisor



They know their goals but struggle to align our solutions



They promote features and functions



**Solution
Providers
Fall Short**

**Why Is
There Still A
Value Gap?**



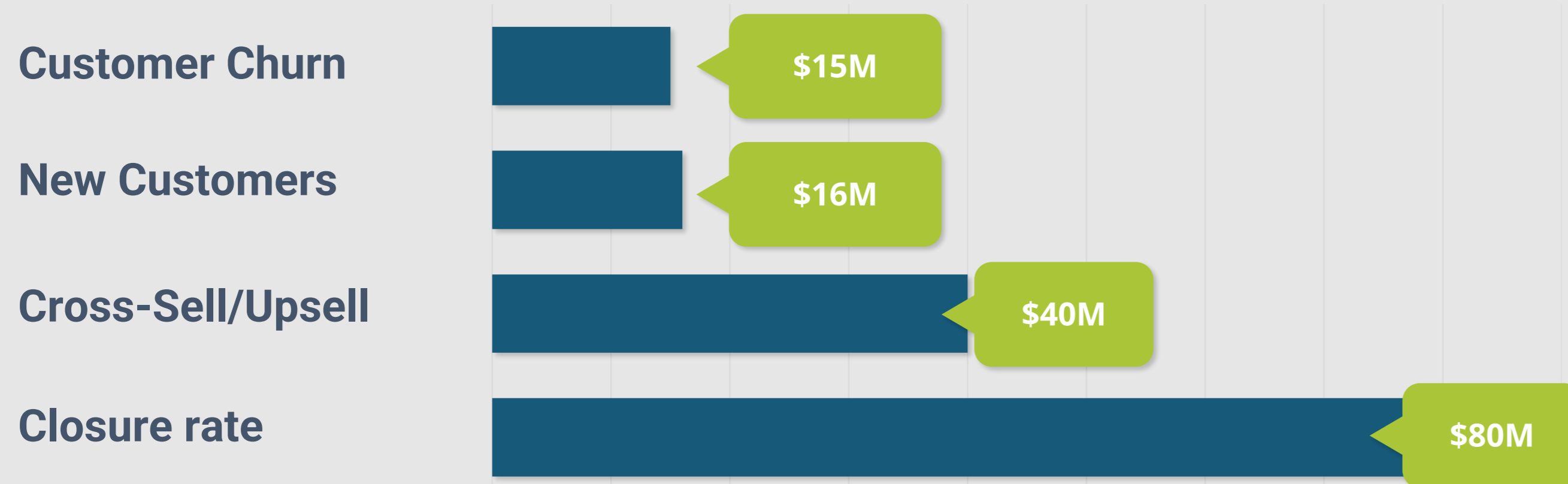
Why Does Value Gap Exist?

Poll #1

**What
Defines A
Proper
Business
Value
Approach?**



Revenue Benefits from Improving from Average to Better Performer



Potential Revenue Benefits?*

* Revenue benefit for company with \$1 billion in revenue moving from median to 1st quartile for Information Technology industry. Source: FinListics Solutions.

**What Have
Been Some
Of The
Barriers In
Getting
Value Right?**



How To Become More Value Centric



Where Should Value Leadership Reside?

Poll #2

**Has The Time
Come For A
Chief Value
Officer?**

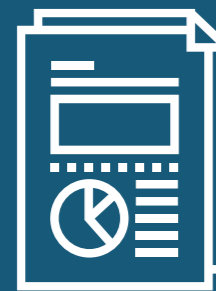




**Value Lifecycle
Guide and
Assessment**



**Download
a Copy of
My Book**



**FinListics
Company
Report**



**Sign-Up for the
New Community,
The Enterprise
Value Collective**



Let's Connect

We collaborate with ambitious brands and people; we'd love to build something great together.

Start a conversation, tell us everything.



FinListics Solutions



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Sales Enablement Society Presents
SES EXPERIENCE 2023
The Enablement Evolution
Delivering Value, Driving Impact and Building Community



BREAKOUT SPEAKER
Dr. Stephen Timme
Founder & President, FinListics Solutions

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BREAKOUT SPEAKER
Sheevaun Thatcher
VP of Enablement, Salesforce

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