



EPAS- Are They REAL?

Base	Details	Executed					Score
		Prospect	Prospect	Prospect	Prospect	Prospect	
	Opportunity	_____	_____	_____	_____	_____	
1 st	SMA personal						
	Value attached						
	Incumbent eliminated						
	Have to fix						
2 nd	Agreed to invest						
	Talking to right \$ person						
	Have a “due” date						
3 rd	Met decision makers						
	Agreed to decide						
	Rehearsed return of incumbent						
	Score as % completed						



Actions to Take for EPAS

Opportunity	Items Missing / Action to Take	Result of Contact or Next Step Required