

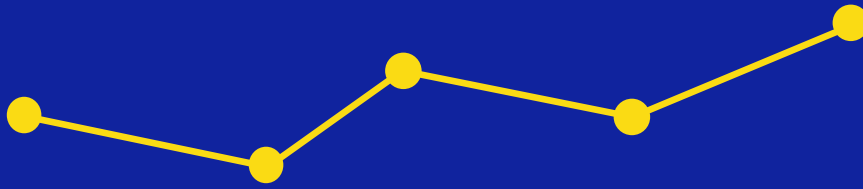
Jason Loh

Chief Growth Officer

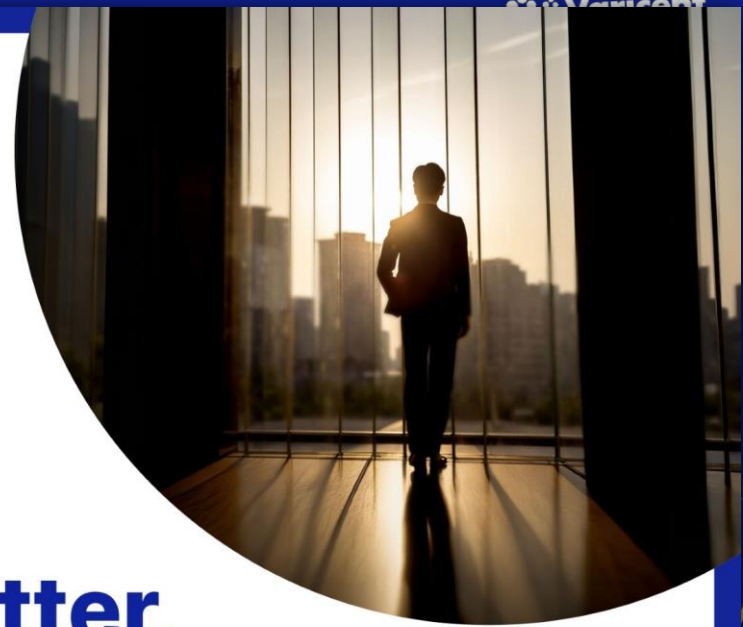


SPOTLIGHT SERIES

THE INFLECTION POINT



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May 2026

Getting Better, Alone

What Revenue Leaders Know That
Rarely Takes Root In Their Organizations

What Leaders Draw on to Shape Go-to-Market Decisions

VISIBLE | SCALABLE

55% Pipeline and commit accuracy data

53% Formal performance data and dashboards

56% Years of experience observing performance

35% Observation of how people respond to past plan changes

34% Regular 1:1 conversation

32% Informal interactions

INVISIBLE | NON-SCALABLE



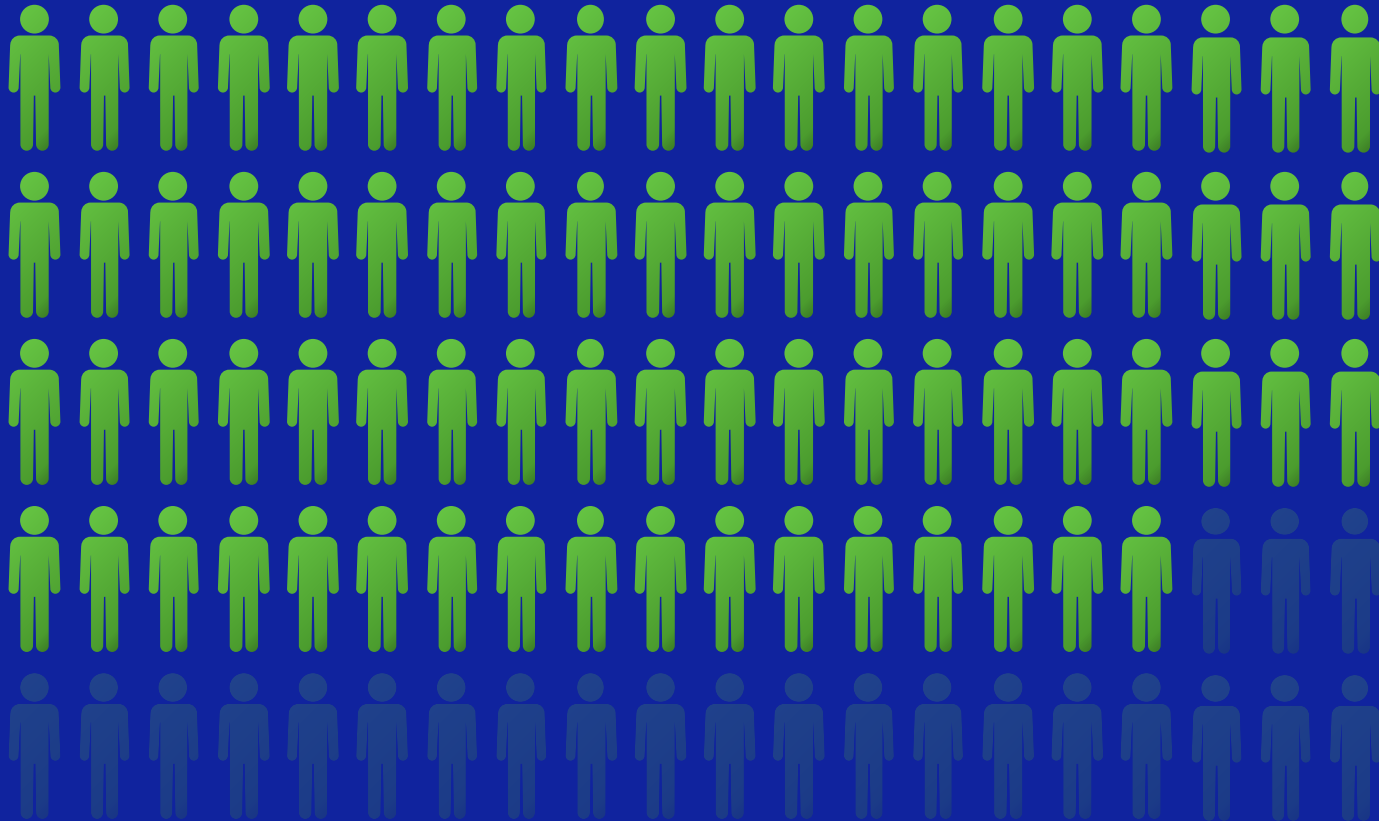
How Much Each Plan Builds on the Last



We Place Our Bets ... But Do We Check?



We Place Our Bets... But Do We Check?

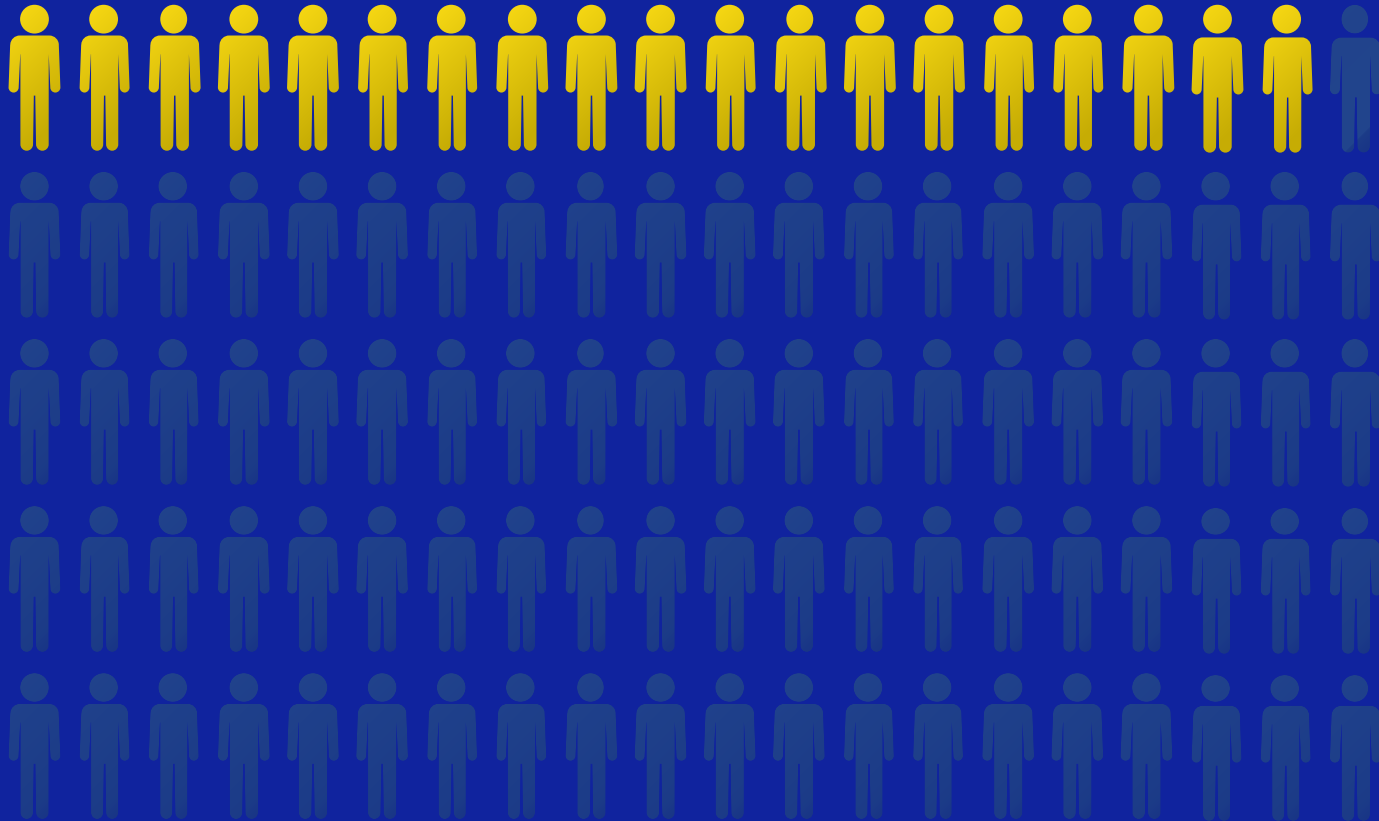


77%

define the outcome



We Place Our Bets... But Do We Check?



77%

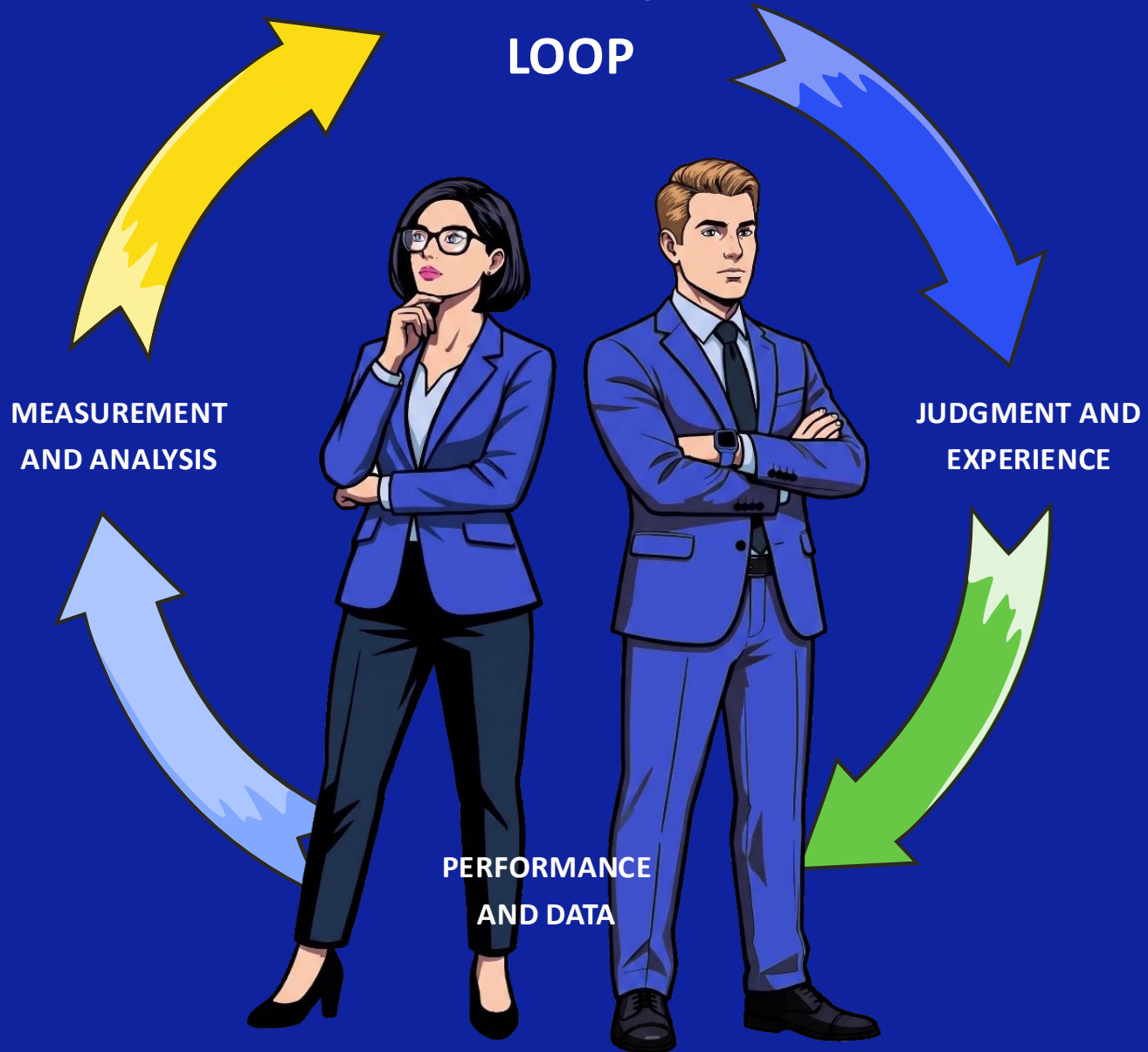
define the outcome

< 20%

check what happened



FEEDBACK LOOP



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