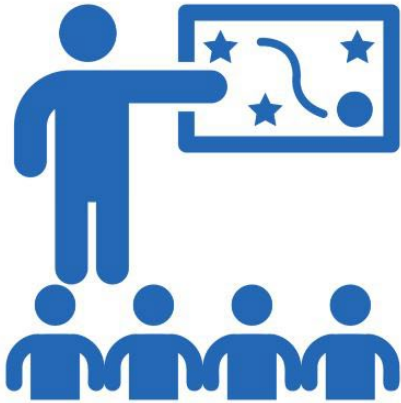




Sales Playbooks for LMs



Chevron Sales Playbooks

Curated content taking the best practices from your peers, that efficiently and effectively close more deals faster.

Sales Playbooks are organized by phase of the selling process and include kits containing supplemental content tailored to each topic.

Each playbook has a play for an individual phase in the sales process. Locate the solution/market that corresponds to your opportunity, then click the link to the phase of the sales process you're currently in. Save this page as a reference to use with all of your Chevron opportunities.

Delo 600 ADF Playbook

[Phase 1 Sales Play](#)

[Phase 2 Sales Play](#)

[Phase 3 Sales Play](#)

ISOCLEAN Playbook

[Phase 1 Sales Play](#)

[Phase 2 Sales Play](#)

[Phase 3 Sales Play](#)

Extended Drain Playbook

[Phase 1 Sales Play](#)

[Phase 2 Sales Play](#)

[Phase 3 Sales Play](#)

