PANTHER SALES TOURNAMENT 2026

ROUND 3 • SELLER • ENGLISH

Harborview Properties

Meeting duration: 15 minutes

Situation

Harborview Properties has merged with Seabreeze Realty, another boutique brokerage. Ownership is split 50/50. Dani Whitfield has invited Alex Morgan, the new 50% partner, to the meeting. Alex is also interested in printers for the combined business. You have 15 minutes to revisit the solution discussed in Round 2 and seek a purchasing commitment that reflects the new ownership structure.

Your priorities

- Briefly confirm whether the earlier printing, scanning, document-security, and cost needs still apply to the combined firm.
- Clarify how the merger changes printer quantities, locations, approval, and implementation—do not assume a device count.
- Explain why your proposed Xerox solution fits the combined operation and address both participants' concerns.
- Ask for a specific, realistic commitment or a clearly defined approval step with both 50% partners.

Meeting participants

- Dani Whitfield — Office Manager
- Alex Morgan — Co-owner of Seabreeze Realty (fictional merging brokerage)

Success in Round 3

Confirm the number and placement of devices and reach commitment tied to a written configuration, agreed pricing, and approval by both partners.