

A committee per deal, not one per account, tracked apart.

Wave runs a buying committee per motion, free-standing or deal-anchored, so the same person can hold a seat on every motion at once.

PER-MOTION COMMITTEES

AWARENESS | DISCOVERY | DECISION

Champion	90	70	40
Economic Buyer	80	60	30
Tech Evaluator	70	50	20
Compliance	50	30	10

PER-MOTION VIEW
Roles x stages, scored

MULTI-SEAT MEMBERSHIP

- Platform expansion SEATED
- Security renewal SEATED
- Automation deal SEATED
- Q3 marketing push SEATED
- Support upsell OPEN

ACTIVE SEATS
Four motions, one contact

WRITEBACK

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graph TD
    A[Your sources] --> B[Wave]
    B --> C[HubSpot]
    
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SYNCED TO CRM
Role plus group link

WHO IS ON IT

Committee Coverage

Each motion gets its own roles, curriculum, and seat-coverage bar, by role and stage.

ONE PERSON, MANY MOTIONS

Every Seat At Once

The CFO holds a seat on every motion, each with its own next theme and progress.

WHERE IT LANDS

CRM Writeback

Wave writes the committee role and a native association back to HubSpot today.

See your motions.

Book a 20-minute walkthrough on your real accounts.

tidalrevops.com/wave#demo