

# Win over the skeptic, with proof, win the room.

When a committee member still needs convincing, Wave switches them from advancement content to proof, and surfaces the engaged colleague you have not seated yet.

PER-SEAT READ

Economic buyer

ALIGNED

Champion

ADVOCATE

Technical lead

VALIDATE

Security lead

EVALUATING

NEEDS VALIDATION  
Technical lead

WHAT THEY GET

Proof: security audit

ASSURE

Reference customer

ASSURE

Compliance brief

ASSURE

ROI validation

ASSURE

CADENCE  
Intentionally slowed

THE HIDDEN ALLY

Engaged colleague

→

Wave

→

Seated on track

OUTCOME  
A stronger room

PER-SEAT READ

## Stakeholder Stance

Wave tracks where each committee member stands, per motion, never as one global label.

WHAT THEY GET

## Assurance Track

The advancement curriculum pauses and a proof-and-reassurance track takes over for that seat.

THE HIDDEN ALLY

## Find the Champion

Wave surfaces an engaged colleague who is not on the committee yet, and seats them.

## Turn skeptics into yes.

Request a demo. Book a 20-minute walkthrough on your real committees.

[tidalrevops.com/wave#abm](https://tidalrevops.com/wave#abm)