
VP Sales <> Sales Leader 1:1

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Best used in conjunction with the Sales Manager <> SDR monthly 1:1 template, this agenda will keep you in the loop on SDR development plans.

Diagnosis - what issue will you coach this SDR on this month?

Summary:

Next Steps:

Coaching plan - how will you help them hit their goal(s)?

Summary:

Next Steps:

Measuring the impact - how will you know you've been successful?

Summary:

Next Steps:
