# <<Logo>>

## Sales Team Meeting

#### Date | time 2/5/2018 12:00 AM | Location Conference room1 / Zoom

	Attendees: [Attendees]	
Joe	Please read: N/A	
Weekly	Please bring:	
Joe	<ul> <li>Your knowledge and talent</li> </ul>	
Joe	<ul> <li>Your insights on changes to your funnel</li> </ul>	
Joe	<ul> <li>Ideas on how to improve sales results</li> </ul>	
	<ul> <li>Desire to grow <company>, and professionally</company></li> </ul>	
	Weekly Joe Joe	

### Agenda Items

Торіс		Presenter	Time allotted
	Positive notes from the past week	All	4
	Dashboard and Wins/Losses	All	8
	Task updates and housekeeping	All	10
	New Issues	All	5
	Issue Discussion	All	15
	Issue Solutions	All	15
	Skills Development / Product training	All	30
	Wrap Up	All	3

## **Tasks and Issues**

## Tasks

Assigned:	Tasks	Assigned to	Due
6/30/2019	Review Opps for revised close dates	BDR team	7/14/2019
6/30/2019	Design Upsell campaign w/ Mktng	AM team lead	7/14/2019
6/30/2019	Execute upsell call campaign	AM Team	7/21/2019

## **Issues:**

#### 1. Issue

#### a. Discussion points i. Solutions

- 2. Revenue projections are not sufficient
  - a. Accelerate opportunities
    - i. BDR team will re-evaluate time on open qualified Opp's
  - b. AM Upsell push
    - i. AM team will design and launch upsell campaign
- 3. Goals are not defined for products or individuals