

BDR Manager/Director Weekly

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Weekly meeting with BDR Manager with their leader to connect, understand team performance, tackle blockers and move projects forward. This template is inspired by conversations with multiple tenured Directors/VPs of Business Development.

WEEKLY

- How are you doing?**

Summary:

Next Steps:

- Any blockers for you or your team? Anything bothering you?**

Summary:

Next Steps:

- Team updates. Who is doing well? Who is struggling?**

Summary:

Next Steps:

- Special projects**

Summary:

Next Steps:

MONTHLY/QUARTERLY

- Who on the team is ready for the next step?**

Summary:

Next Steps:

- What is the one thing you are working on to advance your career?**

Summary:

Next Steps:
