

SaaS Sales Rep One-on-one Meeting

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This meeting agenda will help you uncover roadblocks, areas of improvement, and help facilitate two-way feedback so you can build trust with your team while giving them the knowledge and resources they need to hit targets and succeed.

- Icebreaker: let's pick a question from Hypercontext's suggestions and discuss**

Summary:

Next Steps:

LEARNING: CALL COACHING OR DEAL COACHING

- What didn't go as planned?**

Summary:

Next Steps:

- How can we turn things around?**

Summary:

Next Steps:

- What are some potential obstacles?**

Summary:

Next Steps:

GOAL SETTING:

- What do you think we should focus on this week to improve?**

Summary:

Next Steps:

- What's your goal for this week?**

Summary:

Next Steps:

TWO-WAY FEEDBACK SHARING

- What's 1 thing each of us should either stop doing, start doing, or keep doing?**

Summary:

Next Steps:
