Sales Coaching Session

Generated by **Hypercontext.com**

The COACH framework, created by Cory Bray and Hilmon Sorey, Co-founders of CoachCRM and ClozeLoop, is an easy-to-remember approach to take for your next coaching session.

WHAT TO THINK ABOUT BEFORE THE MEETING

☐ **Challenge: What's the challenge you'll be addressing in the session?**

Summary: Next Steps:

_____   _____
_____   _____
_____   _____

☐ **Outline: Outline a game plan for the session**

Summary: Next Steps:

_____   _____
_____   _____
_____   _____

WHAT TO DISCUSS DURING THE MEETING

☐ **Action plan: What do you think will help you improve? What steps will you take to do so?**

Summary: Next Steps:

_____   _____
_____   _____
_____   _____

☐ **Consequences: What's going to happen if you don't take those steps?**

Summary: Next Steps:

_____   _____
_____   _____
_____   _____

☐ **Hold accountable: What are you responsible for doing and by when?**

Summary: Next Steps:

_____   _____
_____   _____
_____   _____

Want meeting notes like this with no extra work?

With Hypercontext by Spinach, every meeting has a shared