
Sales Leader <> SDR 1:1

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Use this template to zero in on one thing each SDR can improve each month - and walk away with a detailed coaching plan.

Qualitative reflection - how do you think you did this month?

Summary:

Next Steps:

_____	_____
_____	_____
_____	_____

Quantitative reflection - review your sales dashboard

Summary:

Next Steps:

_____	_____
_____	_____
_____	_____

Based on your reflections, what's the one area you want to work on together this month?

Summary:

Next Steps:

_____	_____
_____	_____
_____	_____

Specifically, how do you want me to help you work on this one area?

Summary:

Next Steps:

_____	_____
_____	_____
_____	_____

Schedule coaching sessions for the month

Summary:

Next Steps:

_____	_____
_____	_____
_____	_____

Want meeting notes like this with no extra work?

With Hypercontext by Spinach, every meeting has a shared