## **Team Forecast Meeting**

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Once managers do their 1:1s with team members, use this meeting to regroup with the Director / VP (Second line leader) and review what deals are coming up and where forecasting stands at a higher level.

Ш	High value deal review	
	Summary:	Next Steps:
	Diagnose gaps in the forecast Summary:	Next Steps:
	Develop a plan of action to fill the gaps Summary:	Next Steps:
	What's working and what's not Summary:	Next Steps:
	Review the pipeline for the next period Summary:	Next Steps: