Where Have I Been and Where Am I Going?

Your goal is to check in with team members about what their day will look like. Asking where they've been and where they are going sets the stage for a better plan and an even better execution.

Check in's keep you up to date and your reps paying attention to revenue producing activities.

This huddle is a chance for your team members to share information with each other, deliver the project status checks and garner new ideas from each other.

This is a great huddle to do every day for a week or consider this activity over four consecutive Monday's. Reinforcing this huddle often, holds each rep accountable to better plan and execute.

Sales Huddle

Have a little or big ball - tennis ball, koosh ball or basket ball.

Gather the team in a circle.

You toss the ball to the first person and after they speak, they toss it to the next person.

Follow this toss pattern until everyone has answered the two questions.

1. What did you accomplish last week?
2. What are your our top 3 priorities for the day/week?

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