

One-on-one Sales Forecast Meeting

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During this weekly meeting, sales managers meet with individual team members to review deals in specific stages of the sales cycle, with opportunities for closing.

What deals are forecast?

Summary:

Next Steps:

What deals have the opportunity to close this sales cycle but aren't forecast?

Summary:

Next Steps:

What deals have a high probability of closing next sales cycle? Is there an opportunity to bring them into this sales cycle?

Summary:

Next Steps:
