



Format for Accountability Meetings:

1. Weekend update
2. What was your greatest achievement last week?
3. What was your biggest lesson learned?
4. What are your three targets for this week?
5. Your deal closest to closing
6. Business Development activities for this week
7. Biggest challenge
8. Accountability Metrics - choose one
 - a. number of connects for this week
 - b. amount of phone time
 - c. number of candidate submittals
 - d. number of interviews