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| **STAGE 1 OPPORTUNITIES** |
| **Company** | **Meeting date** |
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| **STAGE 2 OPPORTUNITIES** |
| **Company** | **Meeting date** |
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| **ACCOUNT MOVEMENT** |
|  | **Last week** | **This week** |
| **Net new accounts** |  |  |
| **Accounts worked** |  |  |
| **Contacts / org** |  |  |

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| **FOR FEEDBACK & REVIEW** |
| **Calls - 1 bad, 1 good** | **Email - 1 per persona** |
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| **TO DISCUSS** |
| **Accounts you need help with:** **Things slowing you down:****Team & individual pulse:****What do you want to focus on?****Activity/Stage1/Stage2 Commitment for next week:** |