Proposed Agenda for Weekly Calls

1. Seminars and other prospecting events for the week.
2. Review of upcoming webinars and other events to promote
3. Review of Metrics (Leads, Appointments, Discovery Days, Closes)
4. Marketing Activities (Cultivating leads sources, review of activities/results from previous week’s commitments
	1. was target level of activity achieved? If not, why not?
	2. What were results of the previous week's activities?
	3. What follow-up/next steps are required to “further the cause”? When are those actions scheduled to take place? (especially, “what are we going to do this week)
5. Technology
6. New things from Corporate
7. Admin Issues
8. What else?