

TEAM WORKING SESSIONS

Alignment isn't a meeting. It's execution.



Team Working Sessions are live, hands-on working engagements designed to align early sales teams and cross-functional leaders around real deals 'not theory. These sessions focus on execution, decision-making, and forward momentum by working directly on what's happening in your pipeline right now.

WHO THIS FOR

Founders, CEOs, and early GTM teams struggling with:
Misaligned expectations across Sales, Product, Marketing and Leadership
Stalled or inconsistent deal progression
Confusion around ownership, qualification and next steps

THE PROBLEM

Traditional meetings don't produce work — they discuss it. Without a shared language and agreed-upon definitions of what “good” looks like, teams rely on instincts and opinions.

This leads to: Unclear deal ownership, Varied qualification standards, Mixed messaging across the team & Deals that stall or regress.

Working sessions solve this by bringing everyone together to actually do the work, not just talk about it a key characteristic of high-impact working sessions vs. standard meetings.

WHAT WE DO

In each session we focus on obstacles in your pipe and how to over come them.
Typical coverage includes: Where deals are getting stuck
What "qualified means for your team and what it doesn't
Running tighter discovery that aligns with stakeholders
Building clear next steps and mutual outcome plans

KEY OUTCOMES

After working sessions, teams achieve:

- ✓ A shared definition of what a quality deal looks like
- ✓ Cleaner, consistent deal progression and repeatable standards
- ✓ Clear ownership and accountability across functions
- ✓ Fewer stalled deals and less internal friction
- ✓ Stronger execution and aligned GTM motion



READY TO TURN ALIGNMENT INTO EXECUTION?

(978) 804-0453 lestermsydney@gmail.com