

# 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 overcome 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    [lesttermsydney@gmail.com](mailto:lesttermsydney@gmail.com)**