



# 1 on 1 Questionnaire

Account Executive's Name: \_\_\_\_\_ Sales Manager's Name: \_\_\_\_\_

***What topics would you (Account Executive) like to discuss?***

Note: Each Sales Manager should ask their team members to submit a listing of topics they would like to discuss prior to the 1 on 1.

***What are your long-term (3-5 year) goals (business and personal)?***

***What can we do as a company to help you achieve these goals?***

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***What do we in this organization do, and what do I do, that helps you in what you are being paid for?***

***What do we do in this organization, and what do I do, that hampers you from doing what you are being paid for?***