

5 Day Scorecard Sprint Checklist



SCORECARD
SALES SOLUTIONS

Ethical • Effective • Effortless

A) Sprint Setup (before Day 1)

- **North-Star behavior (one observable action):** _____
- **Metric to track (what changes when we do the behavior):** _____
- **Baseline → Target (this week):** _____ → _____
- **Targets per rep (Good / Better / Best):** ____ / ____ / ____
- **Team & roles (manager, reps):** _____
- **Sprint dates:** _____ / _____ / _____ / _____ / _____

B) Daily Plan (check off as you go)

Day 1 — ALIGN (10 min)

- Confirm the **North-Star behavior** and why it predicts wins
- Make it **observable & coachable** (what good looks like)
- Set **Good / Better / Best** targets per rep
- Log **baseline** on the scorecard

Day 2 — PRACTICE (10 min)

- 1 quick **role-play** per rep (consent-based, respectful)
- Capture **one improvement** per rep
- Update scorecard notes

Day 3 — APPLY (live)

- Each rep uses the behavior **once on a real opportunity**
- Record the action on the scorecard (owner, account, timestamp)
- Note any **blockers** (access, buyer, clarity)

Day 4 — REVIEW (10 min)

- Scorecard snapshot:** Did we move the metric vs. baseline?
- Identify **what blocked progress** (list top 1-2)
- Decide one **fix** to try tomorrow

Day 5 — LOCK IT IN (10 min)

- Capture **one improvement** to keep next week

[] Create a **Next-Step Agreement** to sustain the behavior

C) Scorecard Snapshot (quick view)

Metric	Baseline	Current	Δ (change)	Status (G/Y/R)
----- -----	-----	-----	-----	<input type="checkbox"/> G <input type="checkbox"/> Y <input type="checkbox"/> R

Blockers (top 2):

D) Next-Step Agreement (keep momentum)

- **Owner:** _____
- **Action:** _____
- **Date / Time:** _____
- **Artifact (brief / deck / invite):** _____

E) Notes
