

Weekly Schedule Planner

Week of: 6/8/2026

Weekly Objectives
Add \$500K in Pipeline
30%>NNL Pipe
Meet with 1 customer, 1 partner, 1 prospect every day
Meet 10 new contacts in install base

To Do Items

Deadlines This Week

PIPELINE MONDAY	PARTNER TUESDAY	PROSPECT WEDNESDAY	CUSTOMER THURSDAY	PLAN FRIDAY	Weekend
✓ 8-9AM: Clean up Forecast	✓ 8-9AM: Bring Breakfast To Partner Office	✓ 8-9AM: E-Mail Follow-Up	✓ 8-9AM: Bring Breakfast To Customer Office	✓ 8-9AM: Follow-Ups	✓ Weekends are a time to rest, recharge, unplug and spend time with family and friends.
✓ 9-10AM: Internal Team Meeting & Commit Call	✓ 9-10AM: Partner Enablement with PAM	✓ 9-10AM: Marketing Plans Campaigns & Events	✓ 9-12: Work from Customer Office	✓ 9-11AM Brand Building Feedback Exercise Executive Outreach Mentoring Time	
✓ 10-11AM: Golden Hour. Outbound Focus Activity E-Mail, Phone Prospecting	✓ 10AM-12PM: Account Mapping ✓ 12PM-1PM: Partner Lunch	✓ 10-11AM: Golden Hour. Outbound Focus Activity E-Mail, Phone Prospecting	✓ 12-1: Sponsor Customer Team Lunch	✓ 11-12PM: Big Bets Account Plans Account Research	Customer intimacy and relationships are also built on weekends. If your customer loves fishing, take them fishing. This is what separates you from your competition all thing equal.
✓ 11-12PM: Extended Team SE, Marketing, Channel	✓ 1PM-3PM: Partner Call Blitz ✓ 3PM-5PM: Partner to Your Office, build your partner class	✓ 11-12PM: WhiteSpace LinkedIn Mapping	✓ 1-3PM: Proposals Build, Refine & Deliver	✓ 12-1PM: Customer Lunch	
✓ 12-1PM: Customer Lunch		✓ 12-1PM: Lunch w/ Prospect	✓ 3-5PM: Exec Alignment Customer Exec Outreach	✓ 1-3PM: Plan for Next Week	Hiking, Hunting, Fishing, Racing, Running, Cooking, Concerts, Charity, Events, Festivals.
✓ 1-2PM: Customer Meeting	✓ 5-7PM: Partner Event	✓ 1-3PM: Bag Drops & Walkabouts	✓ 5-7PM: Customer Dinner CxO Roundtable	✓ 3-4PM: 1:1 w/ Manager	
✓ 2-3PM: Deal Follow-Up		✓ 3-5PM: Install Focus Wider & Deeper New Workload Research		✓ 4-6PM: Happy Hour Multiple Partners Every Partner brings a customer	Find out what your customers are into...and be into it.
✓ 3-4PM: SDR Call Blitz					
✓ 4-5PM: Top Deals Big Bets / Strategic Account Plans		✓ 5-7PM: Dinner with a Prospect Account			
✓ 6-7PM: Customer Event					