

Discuss and define new prospecting needs and how to accomplish them

Supporting a remote and mobile sales force

What KPI's are most meaningful to measure and how will you gain consistency

Review sales goals and objectives to proactively predicting other resource demands that will be needed

Differentiation - How will you cut through the noise and differentiate your team now? Be specific.

Specialization

Are there new areas of specialization that should be invested in and developed?

Regulatory/Legal/Compliance

Who will monitor and communicate updates in the legal/regulatory and compliance arena?

Define your credible sources

