

General Agenda for Council Meetings

Chapter 5



During your Field Council and Business Council engagements, you can utilize the following agenda as a guide.

To ensure a productive and focused discussion within the allocated 60-minute meeting, we recommend selecting at least three of the following agenda items to cover:

1. REVIEW ENABLEMENT ANALYTICS.

Begin by examining the Enablement Analytics Report, highlighting key wins and identifying areas of opportunity. This data-driven discussion will provide valuable insights into the impact of enablement initiatives and guide future strategies.

2. SHARE SUCCESS STORIES.

Take the opportunity to share success stories from the field, celebrating exceptional performance and recognizing individuals or teams that have achieved outstanding results.

3. DISCUSS FIELD CHALLENGES.

Create an open forum to discuss challenges faced by the field teams. Encourage honest and constructive feedback from participants, allowing for collaborative problem-solving and the identification of potential solutions to enhance performance and overcome obstacles.

4. PROVIDE ENABLEMENT PROGRAM UPDATES.

Share updates on ongoing enablement programs, initiatives, and resources that have been rolled out. This ensures everyone is informed about the latest tools, training, and support available to enhance productivity and drive success.

5. GATHER FIELD INSIGHTS.

Engage the teams in a discussion to gather their insights, suggestions, and feedback on the enablement program and strategies. This valuable input from those on the front lines will help shape future enablement initiatives and ensure they align with the evolving needs of the field.

6. ADDRESS ACTION ITEMS.

Review any action items or follow-ups from previous meetings, ensuring that progress has been made and any outstanding issues are addressed. This promotes accountability and ensures that commitments are upheld.

By utilizing this agenda, you can facilitate productive and collaborative discussions during your Field Council and Business Council engagements, fostering a strong partnership between enablement and field teams, driving continuous improvement in performance and outcomes.