



Attention

AI agents that learn from your best sales conversations



SuperAgent Prompt Library - Sales Leader

Best Practices Overview

- 1. Specify the account clearly** - Use company name, and include contact email if you want to anchor to a specific person.
- 2. Include time context when relevant** - For meetings, include the time. For deal reviews, specify the timeframe you care about.
- 3. State what you want to know** - List the specific information you need rather than asking open-ended questions.
- 4. Provide context the system can't know** - If you discussed something offline, over text, or in a meeting that wasn't recorded, mention it.

PIPELINE INSPECTION

1. Stale Deals Report

Which deals in [Rep]'s pipeline have had no activity (calls or emails) in the last 14 days? For each, show the deal name, stage, amount, close date, and days since last touch.

2. Closing Soon Analysis

Show me all deals with close dates in the next 30 days. For each, tell me: last call date, last email date, whether an economic buyer has been on a call, and whether next steps were explicitly set on the most recent call.

3. Stage Regression Review

Which deals moved backward in stage (e.g., Stage 3 → Stage 2) in the past 30 days? Show the deal, rep, old stage, new stage, and what happened on the most recent call.

4. Stage Conversion Analysis

What's our Stage 2 → Stage 3 conversion rate by rep for the past 90 days? Include total deals entering Stage 2, total advancing to Stage 3, and the conversion percentage. Sort by conversion rate descending.

FORECAST PREP

1. Commit Deal Validation

For each rep, show their Commit deals closing this quarter. For each deal, include: amount, close date, last call date, and whether budget/authority/timeline were confirmed on calls. Flag any Commit deals with no call in the last 10 days.

2. Pipeline Coverage Analysis

What's our pipeline coverage ratio by rep? Show each rep's quota, total pipeline value, Commit value, Best Case value, and coverage ratio (pipeline / quota). Highlight anyone below 3x coverage.

3. Slippage Tracking

Which deals slipped their close date in the past 30 days? Show original close date, new close date, number of times the date has been pushed, and what was discussed on the most recent call.

REP COACHING

1. Team Scorecard Comparison

Compare scorecard scores across the team for the past 30 days. Show each rep's average score by scorecard dimension (e.g., Situation, Pain, Impact, Critical Event, Decision Criteria). Highlight the lowest-scoring dimensions per rep.

2. Low-Score Call Deep Dive

For [Rep], what are the 3 calls with the lowest scorecard scores this month? For each, tell me what specific areas scored low and include relevant quotes from the transcript showing what went wrong.

3. Talk-to-Listen Ratio

What's each rep's average talk-to-listen ratio over the past 30 days? Compare to the team average. Flag anyone over 65% talk time.

4. Discovery Effectiveness

For [Rep]'s last 10 discovery calls, how often did they: (a) uncover quantified pain, (b) identify an economic buyer, (c) set concrete next steps? Give me a percentage for each.

TEAM ACTIVITY & ENGAGEMENT

1. Weekly Activity Trends

Give me a weekly activity summary for each rep: total calls, total emails sent, new meetings booked, and deals advanced in stage. Cover the past 2 weeks so I can see the trend.

2. Economic Buyer Gap Analysis

Which accounts have meetings scheduled this week where we've never engaged with the economic buyer? Show the account, meeting time, rep, and who's attending.

3. New Account Engagement Trend

For each rep, how many NEW accounts did they engage (first call ever) in the past 30 days vs. the prior 30 days? Show the trend.

1:1 / DEAL REVIEW PREP

1. Rep 1:1 Preparation

Prepare me for my 1:1 with [Rep]. Show their top 5 deals by amount with: stage, close date, days in current stage, last call date, key contacts engaged, and any red flags (no EB access, slipped dates, long time in stage, low scorecard scores).

2. Full Deal History

For [Account], give me the full deal arc: when did we first engage, who have we talked to, what's been discussed across all calls and emails, what stage is the deal in, and what's blocking it from advancing?

3. Stuck Deal Analysis

Which of [Rep]'s deals have been in Stage 3 for more than 30 days? For each, summarize what's happened on calls in that time and whether there's evidence of forward momentum.

COMPETITIVE INTELLIGENCE

1. Competitor Mention Frequency

Across all calls in the past 90 days, which competitors were mentioned most frequently? Break down by competitor name, number of deals where they came up, and the most common objections or comparisons prospects made.

2. Loss Analysis by Competitor

For deals we lost in the past quarter, what competitors won and what reasons were cited? Include deal name, rep, amount, and relevant quotes from calls where the loss reasons were discussed.