



JUSTIFI REVOPS · PREPARED FOR SARAH BARBER · DISCOVERY SPRINT

A quick, focused discovery sprint.

Two on-site working sessions in St. Paul, July. Hands in motion with your team, not a long audit. The output is a Phase 1 build plan with effort estimates, ready to start.

FORMAT

2 working sessions

TIME

2–3 hrs each · 10–15 total

OUTPUT

Phase 1 plan + estimates

THE TWO SESSIONS

SESSION 1

See the system as it runs today

Walkthrough, live

Reps show me a real day: how they pick accounts, enroll contacts, and personalize in Sales Navigator.

The working pieces

Company fit score, the Composer hand-off into Notes, Apollo enrichment. Confirm what is solid so we build around it.

HubSpot setup

Which hub and version, who the users are, and what is actually turned on versus dormant.

SESSION 2

Shape Phase 1 together

Company layer

It is mostly there. Define the basic reporting and workflows to build out on the fit score.

Contact layer

The bigger lift. Sketch persona match plus relationship strength, joined to account priority.

Sequence + estimate

Agree the order of build, what lands first, and the effort estimate for each piece.

TO KEEP IT QUICK, AHEAD OF TIME

View access into HubSpot, a rep free for each session, and a quick look at the fit score and Composer set-up. Light documentation is welcome, but the value is in building together, not reviewing artifacts.

WHAT YOU WALK AWAY WITH

A Phase 1 build plan in your priority order, with effort and cost estimates for the company and contact layers. Clear enough to say yes to, scoped tight, and ready to start.

Flat \$150 per hour. Discovery runs 10 to 15 hours including my prep and write-up, so \$1,500 to \$2,250. That is the only number to commit to now. Everything after it is scoped from what we find together.