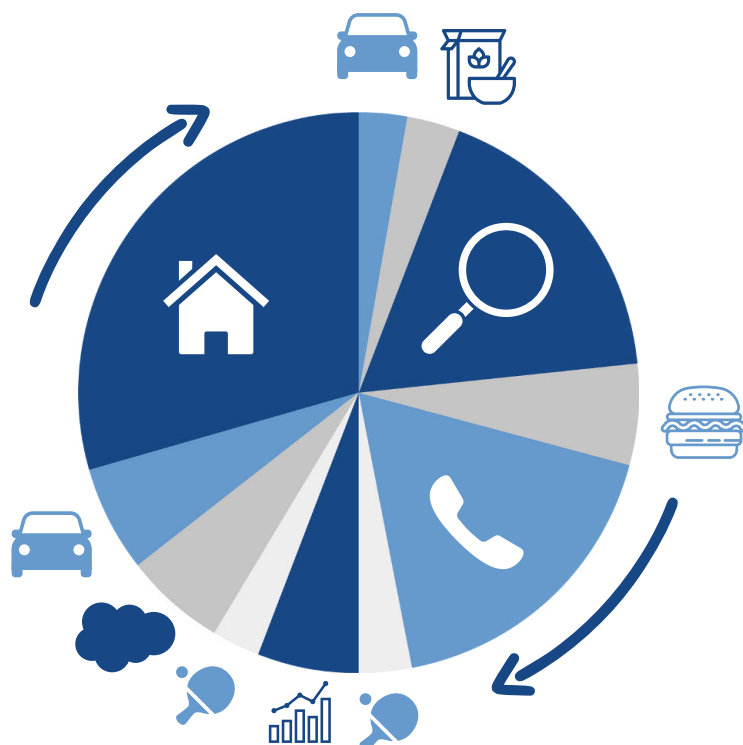


SDR Time Management

Past and Present

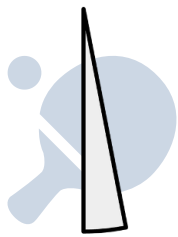
There used to be a pretty standard framework for how our SDRs would structure their day. It looked a little something like this:



But remote work changes all of that. We no longer have to worry about **traffic or trains running late**. We also don't get to take **breaks with ping pong** (or other multiplayer break room games). Both good and bad things have been taken out of the schedule. So now the question becomes, what do you do with all of the extra time?

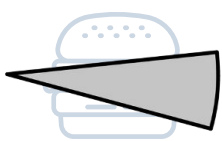
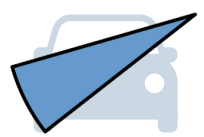
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Going Through Changes



With in-office activities like ping pong off the table, you need to find a different activity that gives you **time away from your screen**, like reading a book or playing an instrument.

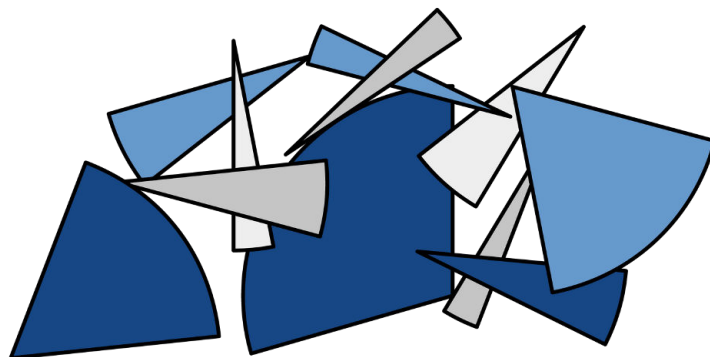
Pre-COVID the average commute time at our office hovered around 80 minutes round trip. The extra free time on both ends of the work day has given our SDRs **more time to wake up, spend with their families**, and focus on their own physical and mental health.



Meals have taken a different form during remote work as well. Working from home, where you have your own kitchen, offers **greater flexibility** when it comes to **what you eat and when**.

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With this much flexibility and autonomy, there's a chance your neatly organized slices of schedule fall apart and turn into this:



But this curse is also a blessing. By tearing down your schedule and building it back up from there - this time focusing on your new work environment - you'll be able to develop your own unique schedule that allows you to achieve the dream: A perfect work/life balance.

Managing time can be a challenge. So can managing SDRs. If you're looking into strategies to get the most out of your sales dev team, or just getting started on your sales development journey, we're always happy to pick up the phone and share our expertise and experience. Let us know by reaching out!

[Contact Us](#)