

Introducing Sales Meeting: Live Sales-Call Coaching

Hedy's new Sales Meeting session type coaches you live through sales calls: discovery prompts, objection flags, a talk-to-listen scorecard, and a recap after.

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[Read this article online: https://www.hedy.ai/post/sales-meeting-session-type/](https://www.hedy.ai/post/sales-meeting-session-type/)



A saleswoman in a blazer speaking and gesturing during a call at her desk, an iPhone face-down beside her laptop

Quick answer Sales Meeting is a new Hedy session type built for the person doing the selling. During a call it runs discovery prompts, flags objections and buying signals, watches your talk-to-listen ratio, and nudges you toward a concrete next step. Afterward you get a recap, detailed notes with a Qualification Snapshot, and a ready-to-send follow-up email draft. There is no CRM to set up. Free for 5 hours/month, \$12.99/month for unlimited .

A sales call asks a lot of you at once. You're trying to ask the right discovery questions, catch objections as they come up, avoid talking too much, and still land a clear next step, all while actually listening to the person on the other end. Our new Sales Meeting session type takes some of that off your plate.

Like Hedy's other session types (/help/understanding-hedy-session-types/) , choosing Sales Meeting puts the whole app into sales mode: the live suggestions, the quick actions you can tap, and the post-call write-up are all tuned for selling. You sell; Hedy keeps track of the rest.

What it does during the call

Once you hit start, Hedy works in the background. Automatic suggestions (</help/automatic-suggestions/>) appear on their own as the conversation unfolds, so you can glance down when you have a moment. On a sales call they show up at the points that matter:

- A discovery gap , when you're drifting toward a pitch before confirming the problem, the decision-maker, or the timeline
- An unanswered objection , when a concern was raised and the conversation moved on without addressing it
- A buying signal , when the prospect says something that shows real interest
- A talk-ratio nudge , when you've been talking a while without asking a question
- A next-step reminder , as the call winds down if nothing concrete has been agreed

When you want specific help, you can tap a quick action instead of waiting for a suggestion: get the next open discovery question, frame a price against value, defuse a tense moment, or propose a dated next step. The full set lives in the Sales Meeting quick prompts (</help/quick-prompts-sales-meeting/>) reference.

The suggestions are grounded in established selling craft, so they hold up. SPIN-style discovery shapes the questions Hedy hands you, and qualification tracking keeps an eye on what you still need to confirm. You never need to know any of it by name; Hedy keeps the language plain and just helps in the moment.

What you get afterward

Qualification runs quietly in the background during the call, so it stays out of your way and is there when you review. After you hang up, Hedy writes two things tuned for selling.

The recap summarizes what happened and tags the key points so you can scan them: the pain you uncovered, what you qualified, objections raised, competitors mentioned, and buying signals. The detailed notes go deeper, with a Call Scorecard showing your talk-to-listen ratio, your longest monologue, and how many questions you asked; a Qualification Snapshot of what you confirmed and what's still open, like the decision-maker, the decision process, and the timeline; and a suggested follow-up email you can adapt and send while the call is still fresh.

No CRM, no setup

Sales Meeting works from your call and from whatever session or topic context you've already set, so there's nothing to connect and no fields to fill in. Group the calls for one deal or account under a topic (</help/understanding-hedy-topics-organize-your-sessions-unlock-deeper-insights/>) and Hedy starts surfacing trends across them, like a recurring objection or something you keep forgetting to confirm.

It's also private to you. Sales Meeting is a coach for the rep on the call, not a dashboard for a manager to grade you against. Your calls stay yours.

How to turn it on

Open the session type picker, choose Sales Meeting , and start your next call. Set a little context first if you can, since the more Hedy knows going in, the sharper every suggestion will be. The deeper walkthrough is in [How to use Hedy for sales calls \(/help/how-to-use-hedy-for-sales-calls/\)](/help/how-to-use-hedy-for-sales-calls/) .

Hedy helps you ask, qualify, and position. The judgment, and the deal, are always yours.

Related reading

- [How to use Hedy for sales calls \(/help/how-to-use-hedy-for-sales-calls/\)](#)
- [Sales Meeting quick prompts \(/help/quick-prompts-sales-meeting/\)](#)
- [Hedy and AgentGrow: a sales intelligence stack \(/post/agentgrow-hedy-sales-intelligence-stack/\)](#)

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