

The 5-Slide QBR.

A quarterly review that changes something, in under an hour. This preview shows the five-slide structure and one slide in full. The full product is the editable deck, with a cover and a facilitator guide.

The five slides

- 1 Where we are**
The goal you set, and the honest state of it. Value in their terms, not vanity metrics.
- 2 What's working**
The adoption and outcomes worth protecting. Named, with the evidence.
- 3 What's not**
The gaps, blockers, and risks, said plainly. Naming them is what builds trust.
- 4 What's next**
Two or three concrete moves for the quarter. Each with an owner and a date.
- 5 The ask**
What you need from them, and what they need from you. Decisions, not discussion.

One slide, in full

SLIDE 1 · WHERE WE ARE

The goal we set

The outcome you agreed at the start, in the customer's own words.

The honest status

Where that goal actually stands today. On track, behind, or ahead, and why.

The one number that matters this quarter

Name the metric, its value, and how it moved since last quarter. The single figure this review turns on.

How to run it

- Forty-five minutes, not ninety. If it runs long, you are presenting, not aligning.
- Send the deck the day before, so the meeting is a conversation, not a reading.
- Leave with an action list, visibly, so the next review can open by checking it off.

THE FULL VERSION

The editable deck, a cover, and a facilitator guide.

Seven slides in your own style, with prompts in every placeholder and guidance in the speaker notes.

Duplicate it each quarter, fill in the brackets, and run a review worth the hour.

£29 in the Toolkits at rlaconsulting.co.uk

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