

SL1 Learning Path – Day 3

	e-Learning	Review Time	In Role	Observation Required (Y/N)	Shadow, Practice, and Coach	Lunch	Day 3							
							15	16	17	18	18.5	19.5	20.5	21
Day 3 - Sales Level 1							7:45 AM	8:45 AM	9:45 AM	10:45 AM	11:45 PM	12:45 PM	1:45 PM	2:45 PM
1. Review and Day prep		0:15												
2. Point of Service develop and coach														
3. Fitment Validation: Selling Tires		0:30	0:15	N										
4. Treadwell course		0:30	0:15	N		0:30								
5. Development and Coach		0:15				2:30								
6. Review and close day														
	7:00		1:00			5:00	0:30							

- 15 mins Review and Day Prep
 - Briefly review anything from the previous day.
 - Answer questions.
 - Set expectations for the day.
- 2:30 hrs Coach and Practice
 - If business permits, have the employee spend the next 2 hours shadowing the Senior or Marketing Manager to observe customer interaction.
 - Allow employee to begin scanning tires during VTV and inputting/looking up customer records in POS. Ensure supervision is present for coaching and input.
- 30 mins eLearning Employee completes **Fitment Validation - Selling Tires**.
- 15 mins Discuss
 - Discuss take-aways with employee.
 - Ask questions to confirm understanding.
- 30 mins eLearning Employee completes **Accelerating Our Strategy Through Treadwell** course.
- 15 mins Coach and Practice
 - Review the steps to navigate Treadwell with employee.
 - Prep the employee to begin shadowing and observing steps to navigating Treadwell.
- 2:30 hrs Coach and Practice
 - Employee spends remainder of shift shadowing Senior or Marketing Manager to observe customer interaction.
 - Allow employee to begin scanning tires during VTV and inputting/looking up customer records in POS. Ensure supervision is present for coaching and input.
- 15 mins Review and Close Day