

SL1 Learning Path – Day 3

	e-Learning	Review Time	In Role	Observation Required (Y/N)	Shadow, Practice, and Coach	Lunch	Day 3							
Day 3 - Sales Level 1							15	16	17	18	18.5	19.5	20.5	21
							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					2:30									
3. Fitment Validation: Selling Tires	0:30	0:15		N										
4. Treadwell course	0:30	0:15		N		0:30								
5. Development and Coach					2:30									
6. Review and close day		0:15												
7:00	1:00	1:00			5:00	0:30								

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| 1. | 15 mins | Review and Day Prep | <ul style="list-style-type: none"> Briefly review anything from the previous day. Answer questions. Set expectations for the day. |
| 2. | 2:30 hrs | Coach and Practice | <ul style="list-style-type: none"> 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. |
| 3. | 30 mins | eLearning | Employee completes Fitment Validation - Selling Tires . |
| | 15 mins | Discuss | <ul style="list-style-type: none"> Discuss take-aways with employee. Ask questions to confirm understanding. |
| 4. | 30 mins | eLearning | Employee completes Accelerating Our Strategy Through Treadwell course. |
| | 15 mins | Coach and Practice | <ul style="list-style-type: none"> Review the steps to navigate Treadwell with employee. Prep the employee to begin shadowing and observing steps to navigating Treadwell. |
| 5. | 2:30 hrs | Coach and Practice | <ul style="list-style-type: none"> 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. |
| 6. | 15 mins | Review and Close Day | Review and close day. |