

SL1 Learning Path – Day 5

	e-Learning	Review Time	In Role	Observation Required (Y/N)	Shadow, Practice, and Coach	Lunch	Day 5							
Day 5 - Sales Level 1							29	30	31	32	32.5	33.5	34.5	35
							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. Development and coach					3:45	0:30								
3. Store Mobility develop and coach					2:00									
4. Assembly Conditions develop and coach					0:45									
5. Review and close day		0:15												
7:00		0:30			6:30	0:30								

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.
2-4	6:30 hrs	Coach and Practice	<ul style="list-style-type: none"> Employee shadows Senior or Marketing Manager to observe customer interaction. <ul style="list-style-type: none"> Allow employee to begin scanning tires during VTV and inputting/looking up customer records in POS. Ensure supervision is present for coaching and input. Revisit any points of confusion. Reinforce what has been learned up until this point.
5.	15 mins	Review and Close Day	Review and close day.