

## SL1 Learning Path – Day 7

	e-Learning	Review Time	In Role	Observation Required (Y/N)	Shadow, Practice, and Coach	Lunch	Day 7							
<b>Day 7 - Sales Level 1</b>							43	44	45	46	46.5	47.5	48.5	49
1. Review and Day prep 2. Shadow/Practice CES 3. Review and close day		0:15		6:30	0:30		7:45 AM	8:45 AM	9:45 AM	10:45 AM	11:45 PM	12:45 PM	1:45 PM	2:45 PM

7:00 0:30 6:30 0:30

1.	15 mins	Review and Day Prep	<ul style="list-style-type: none"> <li>Briefly review anything from the previous day.</li> <li>Answer questions.</li> <li>Set expectations for the day.</li> </ul>
2.	6:30 hrs	Coach and Practice	<ul style="list-style-type: none"> <li>Employee spends time shadowing Senior or Marketing Manager executing 3 Phase CES.</li> <li>Allow employee to begin scanning tires during VTV and inputting/looking up customer records in POS. Ensure supervision is present for coaching and input.</li> </ul>
3.	15 mins	Review and Close Day	Review and close day.