

SL1 Learning Path – Day 7

	e-Learning	Review Time	In Role	Observation Required (Y/N)	Shadow, Practice, and Coach	Lunch	Day 7							
Day 7 - Sales Level 1							43	44	45	46	46.5	47.5	48.5	49
							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. Shadow/Practice CES					6:30	0:30								
3. Review and close day		0:15												
7:00		0:30			6:30	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. | 6:30 hrs | Coach and Practice | <ul style="list-style-type: none"> Employee spends time shadowing Senior or Marketing Manager executing 3 Phase CES. 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. | 15 mins | Review and Close Day | Review and close day. |