

SL1 Learning Path –Day 8

	e-Learning	Review Time	In Role	Observation Required (Y/N)	Shadow, Practice, and Coach	Lunch	Day 8							
Day 8 - Sales Level 1							50	51	52	53	53.5	54.5	55.5	56
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"> 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.