

SL1 Learning Path –Day 8

	e-Learning	Review Time	In Role	Observation Required (Y/N)	Shadow, Practice, and Coach	Lunch									
Day 8 - Sales Level 1 1. Review and Day prep 2. Shadow/Practice CES 3. Review and close day 7:00						Day 8									
						50	51	52	53	53.5	54.5	55.5	56		
						7:45 AM	8:45 AM	9:45 AM	10:45 AM	11:45 PM	12:45 PM	1:45 PM	2:45 PM		
	0:15				6:30	0:30									
	0:15														
	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. |