

SL2 Learning Path – Day 13

| | e-Learning | Review Time | In Role | Observation Required (Y/N) | Shadow, Practice, and Coach | Lunch | Day 13 | | | | | | | |
|-----------------------------|------------|-------------|---------|----------------------------|-----------------------------|-------|---------|---------|---------|----------|----------|----------|---------|---------|
| Day 13 - Sales Level 2 | | | | | | | 85 | 86 | 87 | 88 | 88.5 | 89.5 | 90.5 | 91 |
| | | | | | | | 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 | | | 1:00 | | | | | | | | | |
| 2. Review and Coach | | | 5:30 | | | 0:30 | | | | | | | | |
| 3. In Role as Level I Sales | | 0:15 | | | | | | | | | | | | |
| 4. Review and close day | | | | | | | | | | | | | | |
| 7:00 | 0:30 | 5:30 | 1:00 | 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. | 1 hr | Coach and Practice | <ul style="list-style-type: none"> Revisit any task the employee needs additional practice or development on. |
| 3. | 5:30 hrs | In Role | Employee is scheduled to support the sales counter with supervision. IMPORTANT: Multiple SL1 employees should not be scheduled at the counter at the same time. |
| 4. | 15 mins | Review and Close Day | Review and close day. |