

## SL3 Learning Path – Day 15

	e-Learning	Review Time	In Role	Observation Required (Y/N)	Shadow, Practice, and Coach	Lunch	Day 15							
Day 15 - Sales Level 3							99	100	101	102	102.5	103.5	104.5	105
1. Review and day prep		0:15					7:45 AM	8:45 AM	9:45 AM	10:45 AM	11:45 PM	12:45 PM	1:45 PM	2:45 PM
2. In Role Level II Sales			3:45											
3. Fitment Validation - Wheels		0:30	0:15	No										
4. Discount Card (Synchrony Finance)		0:30	0:15	No										
5. In Role as Level 1 Sales			1:15											
6. Review and close day		0:15												
	7:00		1:00	1:00	5:00		0:30							

1.	15 mins	Review and Day Prep	Briefly review SL2 progress, areas to focus on, and share what has been working well.
2.	3:45 hrs	In Role	Employee is scheduled to support the sales counter as a Level 2 Salesperson with supervision.
3.	30 mins	eLearning	Employee completes <b>Fitment Validation - Selling Wheels and Accessories</b> .
	15 mins	Review	<ul style="list-style-type: none"> <li>• Show employee where to find Wheels page on the KC.</li> <li>• Ask questions related to content.</li> <li>• Ask employee to demonstrate wheel fitment using the POS. Employee can use their own customer record / vehicle for this exercise.</li> </ul>
4.	30 mins	eLearning	Employee completes <b>Discount Tire Card (Synchrony)</b> course.
	15 mins	Review	<ul style="list-style-type: none"> <li>• Show the employee where to find the DT Financing page on the KC.</li> <li>• Review the process with the employee.</li> </ul>
		Coach and Practice	<p><b>Important (on going opportunity)</b> Since there is no way to demonstrate this, the next time a store has the customer fill out the application, ask the employee to participate in the experience with the customer to gain familiarity with this process or be allowed to do it with the customer under close supervision</p>
5.	1:15 hrs	In Role	Employee is scheduled to support sales counter as Level 2 Salesperson.
6.	15 mins	Review and Close Day	Review and close day.