

SL3 Learning Path – Days 17 & 18

Use these two “flex” days for continued selling time and follow up on open questions or concerns as needed to prepare for final Observation.

Expectation

By end of the 18th day, the employee should be able to request and complete the observation to complete SL3 program and be scheduled in CREW Time as a Certified Sales Apprentice.

Observation should include:

- Demonstration of consistent execution of CES and ETV
- Proper usage of tools and software
- Improved and consistent demonstration of all skills learned in SL1, 2, and 3

	e-Learning	Review Time	In Role	Observation Required (Y/N)	Shadow, Practice, and Coach	Lunch	
Day 17 - Sales Level 3 1. Review and day prep 2. In Role Level II Sales 3. Review and close day 7:00							Day 17
							113 114 115 116 116.5 117.5 118.5 119
							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				0:30	
		0:15	6:30				
	0:30	6:30				0:30	
Day 18 - Sales Level 3 1. Review and day prep 2. In Role Level II Sales 3. Observation & Qualify 4. Review and close day 7:00							Day 18
							120 121 122 123 123.5 124.5 125.5 126
							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				0:30	
		0:15	3:45		2:45		
	0:30	3:45			2:45	0:30	

LEVEL 3 SALES QUALIFIED					
Total Level 3 Hours	eLearning	Review	In Role	Observation Count	Shadow, Practice, and Coach
	2:00	3:15	20:00	1	2:45