

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								
Day 17 - Sales Level 3							113	114	115	116	116.5	117.5	118.5	119	
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			6:30												
3. Review and close day		0:15													
7:00							0:30	6:30	0:30						
Day 18 - Sales Level 3							120	121	122	123	123.5	124.5	125.5	126	
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. Oberservation & Qualify		0:15													
4. Review and close day															
7:00							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						
28:00					2:00	3:15	20:00	1	2:45						