

WEEK 2									
WEEK 2	DAY 1	WEEK 2	DAY 2	WEEK 2	DAY 3	WEEK 2	DAY 4	WEEK 2	DAY 5
9:00 AM	Arrival	9:00 AM	Arrival	9:00 AM	Arrival	9:00 AM	Arrival, Weekly team meeting	9:00 AM	Arrival
9:30 AM	Sales team building activity	9:30 AM	Training - Managing objections (online)	9:30 AM	Selling	9:30 AM	Training - Managing objections (online)	9:30 AM	Marketing and Sales Sprint meeting
10:30 AM	Selling	11:30 AM	Selling	1:00 PM	Lunch Break	11:30 AM	Selling	11:30 AM	Selling
1:00 PM	Lunch Break	1:00 PM	Lunch Break	2:00 PM	Selling	1:00 PM	Lunch Break	1:00 PM	Lunch Break
2:00 PM	Selling	2:00 PM	Mock demos	5:00 PM	Check-in with Manager	2:00 PM	Mock demos	2:00 PM	Selling
5:00 PM	Check-in with Manager	3:00 PM	Selling			3:00 PM	Selling	4:00 PM	Practice elevator pitch
		5:00 PM	Check-in with Manager			5:00 PM	Check-in with Manager	5:00 PM	Check-in with Manager

WEEK 3									
WEEK 3	DAY 1	WEEK 3	DAY 2	WEEK 3	DAY 3	WEEK 3	DAY 4	WEEK 3	DAY 5
9:00 AM	Arrival	9:00 AM	Arrival	9:00 AM	Arrival	9:00 AM	Arrival, Weekly team meeting	9:00 AM	Arrival
9:30 AM	Training - expense reporting system	9:30 AM	Training - USP for oil and gas industry	9:30 AM	Training on USP for major construction industry	10:00 AM	Selling	9:30 AM	Training - closing techniques
10:00 AM	Selling	10:30 AM	Selling	10:30 AM	Selling	1:00 PM	Lunch Break	11:00 AM	Selling
1:00 PM	Lunch Break	1:00 PM	Lunch Break	1:00 PM	Lunch Break	2:00 PM	Selling	1:00 PM	Lunch Break
2:00 PM	Selling	2:00 PM	Call review	2:00 PM	Selling	5:00 PM	Check-in with Manager	2:00 PM	Selling
3:00 PM	Sales Team skill building, dinner	3:00 PM	Selling	5:00 PM	End			5:00 PM	End
5:00 PM	End	5:00 PM	Mock demos						

WEEK 4							
WEEK 4	DAY 1	WEEK 4	DAY 2	WEEK 4	DAY 3	WEEK 4	DAY 4
9:00 AM	Arrival	9:00 AM	Arrival	9:00 AM	Arrival	9:00 AM	Arrival, Weekly team meeting
9:30 AM	Selling	9:30 AM	Sales monthly review	9:30 AM	Training - USP for Automotive Industry	10:30 AM	Selling
1:00 PM	Lunch Break	11:00 AM	Selling	10:15 AM	Selling	1:00 PM	Lunch Break
2:00 PM	Selling	1:00 PM	Lunch Break	1:00 PM	Lunch Break	2:00 PM	Selling
4:00 PM	Networking happy hour	2:00 PM	Selling	2:00 PM	Selling	4:00 PM	Team community service <i>serve dinner at homeless shelter</i>
		4:30 PM	Individual coaching, performance assessment	4:00 PM	Call review		
				5:00 PM	End		