

Field Training Schedule

Sales Academy

Mon Janan phone call
 Tue FT text check-in
 Wed FT phone call (discuss field training plan)
 Fri "SA Debrief" phone call (drive back from SA)
 Create Voxer hotline (trainer/recruiter/agent)
 Send new agent's Voxer name to Kevin to add to Agency chat

1st Week

Mon FT's territory (FT does 90%, new agent 10%)
 FT start/ends day, new agent does 3+ approaches, 1+ demo
 Tue Agent's territory (FT 60%, agent 40%)
 FT start day, full day with agent
 Wed Agent on their own
 Call schedule w/ FT (connect min 3x)
 Thu Agent's territory (FT 25%, agent 75%)
 Agent does majority, adjust as needed
 Fri Agent on their own
 FT call agent to recap week
 (FT w/ new agent if they aren't trained to standard yet)

2nd Week

Mon FT's territory (agent follows for full day)
 Tue Agent on their own
 FT phone call & Voxer check-ins
 Wed FT watches agent in agent's territory
 Thu Agent on their own (FT phone call & Voxer check-ins)
 Fri Agent on their own (or FT ½ day following in agent's territory)
 FT call agent to recap week
 (FT w/ new agent if they aren't trained to standard yet)

3rd Week

Mon Agent on their own (FT phone call & Voxer check-ins)
Agent FOLLOWS if low production last week
 Tue FT with agent in agent's territory (full to half day)
 Wed Agent on their own (FT phone call & Voxer check-ins)
 Thu Agent follows (if needed; can be a different agent)
 Fri Agent on their own (unless low production)
 FT call agent to recap week

4th Week

Mon Agent on their own (FT phone call & Voxer check-ins)
Agent FOLLOWS if low production last week
 Tue FT with agent in agent's territory (half day)
 Wed Agent on their own (FT phone call & Voxer check-ins)
 Thu Agent follows (if needed; can be a different agent)
 Fri Agent on their own (unless low production)
 FT call agent to recap week

Critical Concepts

- 2 out of 3 days means 6+ demos and 8+ hours
- Attitude: positive self-talk, morning routine
- Consistent start time and stop time
- First day example - crucial
- Stats Daily
- Communication
- 2 day blank rule
- Controllables