

Field Training Schedule

Sales Academy

Monday	Kevin voxer/text
Tuesday	Recruiter voxer
Wednesday	Field Trainer conversation
Thursday	Trainer/Recruiter/Kevin voxer hotline interaction; agent shares takeaways from Sales Academy and main thing they need to work on *Field trainer calls new agent on way home from Sales Academy for “debrief” conversation
Friday	Trainer works with new agent in new agent’s territory. First ½ day spent breaking new turf, second ½ of the day spent going to warm market appointments set during SA (if no appointments, spend whole day in territory) (Field Training objective: show them a 2 out of 3 day, how to approach a cold-call, use CRM, use goal card and count stats, see agent demo a prospect)

1st Week

Monday	Trainer’s territory: trainer sells ~75% of the day; agent watches the majority of day, does a few approaches and maybe a demo
Tuesday	Agent’s territory: 50/50 trainer and agent selling (trainer starts day)
Wednesday	Agent on their own in their territory
Thursday	Agent’s territory: trainer follows agent for minimum ½ day, and watches agent ~75% of time (agent starts day)
Friday	New agent on their own in their territory (unless they have not sold a policy yet or needs additional help). Trainer calls new agent at the end of the day for a live conversation (not Voxer) to review week.

2nd Week

Monday	Trainer’s territory: agent watches trainer entire day (or does 1-2 calls)
Tuesday	Agent’s territory: trainer follows agent at minimum the first ½ of day (agent starts the day)
Wednesday	Agent on their own in their territory
Thursday	Agent follows (if possible, a different agent)
Friday	Agent on their own in their territory (unless they are not on the board for the week yet). Trainer calls new agent at the end of the day for a live conversation (not Voxer) to review week.

3rd Week

Monday	Trainer’s territory: agent watches trainer entire day (or does 1-2 calls)
Tuesday	Agent on their own in their territory
Wednesday	Agent on their own in their territory
Thursday	Agent follows a different agent other than FT (if possible)
Friday	Agent on their own in their territory (unless they are not on the board for the week yet). Trainer calls new agent at the end of the day for a live conversation (not Voxer) to review week.

4th Week

Monday	FT’s territory: NA watches FT entire day (or does 1-2 calls)
Tuesday	NA’s territory: FT follows NA ½ day (first half, starts the day)
Wednesday	NA on their own in their territory
Thursday	NA follows a different agent other than FT (if possible)
Friday	NA on their own in their territory (unless they are not on the board for the week yet). Trainer calls new agent at the end of the day for a live conversation (not Voxer) to review week.