

Manager: _____

Week of: _____

POWERSALES TRAINING



Weekly Class Schedule (Eastern)

| Time (EST) | Monday | Tuesday | Wednesday | Thursday |
|-------------------|---|-----------------------------------|---|-----------------------------------|
| 7:45am - 8:15am | Inbound Calls | | Outbound Calls / Onsite Review | |
| 8:45am - 9:15am | In-Store Reception | | Inbound Calls | |
| 9:45am - 10:15am | | Inbound Calls | In-Store Reception | |
| 10:45am - 11:15am | | In-Store Reception | Tire Sales (phone & onsite) | |
| 11:45am - 12:15pm | Philosophy & Theory | Outbound Calls / Onsite Review | | Outbound Calls / Onsite Review |
| 12:45pm - 1:15pm | Leadership Discussions (owners & managers) | Tire Sales (phone & onsite) | SalesMax Plus (tutorial & questions) | Inbound Calls |
| 1:45pm - 2:15pm | | | | Tire Sales (phone & onsite) |

| Advisor: | Class: | Date: | Time: | Attended: |
|----------|--------|-------|-------|--|
| _____ | _____ | _____ | _____ | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| _____ | _____ | _____ | _____ | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| _____ | _____ | _____ | _____ | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| _____ | _____ | _____ | _____ | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| _____ | _____ | _____ | _____ | <input type="checkbox"/> Yes <input type="checkbox"/> No |