

Quick On-Boarding Test

On-Boarding Activity	Yes/No	Rate Performance 1-10
1. Comprehensive Product Training		
2. Operational Training		
3. Competitive Information		
4. Company Ideology, Mission and Vision		
5. Organizational Structure		
6. Sales Training		
7. Coaching Time		
8. Accountability Practice		
9. Contact List		
10. Joint Calls		
11. Goals and Planning		
12. Sales and Activity Planning		
13. Pre and Post Call Strategy		
14. Pipeline Development		
15. Debriefing of Sales Calls		

©ACTGLLC 2011 These materials were developed exclusively for the use of ACTG and shall remain the sole and exclusive proprietary materials of ACTG. Permission to use, redistribute or otherwise publish these materials must be attained in writing from ACTG. For more information, please call us at 1-877-635-5371 or visit our website at <u>www.anthonycoletraining.com</u>.

