



# Quick On-Boarding Test

<b>On-Boarding Activity</b>	<b>Yes/No</b>	<b>Rate Performance 1-10</b>
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		