

1. Day 1- Product Knowledge
 - a. Processes and Department responsibilities
 - i. <C:\Users\slee\Desktop\Onboarding\Communication Order.docx>
 - ii. <C:\Users\slee\Desktop\Onboarding\Lead Check List.docx>
 - iii. <C:\Users\slee\Desktop\Onboarding\Sales Meeting Check List.docx>
 - iv. <C:\Users\slee\Desktop\Onboarding\BDC Guidelines\Bdc Guidelines.docx>
 - b. Funneling
 - i. <https://www.youtube.com/watch?v=dOslqMBloJ4>
 - ii. Inductive and deductive questions.
 - c. Objection Handling
 - i. <C:\Users\slee\Desktop\Onboarding\How to Deal with Common Sales Objections.docx>
 - ii. <C:\Users\slee\Desktop\Onboarding\Handling objections.docx>
 - d. Feature Benefit Value analysis
 - e. The Sales mindset
 - i. <C:\Users\slee\Desktop\Onboarding\18 Simple Ways to Keep a Positive Attitude at Work.docx>
 - ii. <C:\Users\slee\Desktop\Onboarding\The Grind.docx>
 - iii. <C:\Users\slee\Desktop\Onboarding\The 5 Hardest Parts of Sales That No One Talks About.docx>
2. Day 2- Elead
 - a. Interworking's of eleads
3. Day 3- Sales Process
 - a. Numbers
 - b. Appraisal
 - c. Rates
 - d. Lease vs Buy
 - i. [C:\Users\slee\Desktop\Onboarding\Leasing vs Buying \(Edmunds\).docx](C:\Users\slee\Desktop\Onboarding\Leasing vs Buying (Edmunds).docx)
4. Day 4- Emails and Phones
 - a. Email structure
 - i. <C:\Users\slee\Desktop\Onboarding\Ultimate guide to sales emails.docx>
 - b. Phones
 - i. Power Phone ups
 - ii. <C:\Users\slee\Desktop\Onboarding\How a Simple Change in Sales Language Affects Your Bottom Line.docx>
 - c. Text
 - i. <C:\Users\slee\Desktop\Onboarding\Texting etiquette.docx>
5. Day 5- Customer processing
 - a. Repour Building
 - i. <C:\Users\slee\Desktop\Onboarding\The Power of Nn.docx>

- ii. <C:\Users\slee\Desktop\Onboarding\How To Build Rapport In Sales Calls.docx>
- b. Competitive models
 - i. <C:\Users\slee\Desktop\Onboarding\Compact SUV Rankings.docx>
 - ii. <C:\Users\slee\Desktop\Onboarding\Compact Truck Rankings.docx>
- c. Simulation
 - i. Role Play scenarios
 - ii. <C:\Users\slee\Desktop\Onboarding\Customer worksheet.docx>
- d. Paperwork
- e. How people learn/listen and engage
 - i. Auditory, Kinesthetic, Visual learning
 - ii. Building value in self-dealership