**Sales On-Boarding Phase 2**

**Supervisor’s Checklist**

**Sales Professional: Supervisor:**

* 12 Sales Calls and Debriefs (1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12)
* 3 Networking Events and Debriefs (1, 2, 3)
* ½ Hour per Week of Prospecting Coaching (1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12)
* 6 Progress Meetings (1, 2, 3, 4, 5, 6)
* 3 Role Playing Sessions (1, 2, 3)
* 3 Presentation Evaluations (1, 2, 3)
* Personal Out-of-Office Get-Together