



LEADERS HOLDING CO.TM

Est. 1971

Shipping Training

1. Welcome to “Sales Type 4”
2. Overview of Team members
3. Processing the “Delivery Forecast”
4. Breakdown of Trucks:
 - a) 61- 65 Bubble and Box
 - b) 75 – Palm Springs Semi
 - c) 77 – Hot Rush
 - d) 79 – Tag and Drag
5. “May I take your order?”
 - a) Pull product from door
 - b) Breakout/Quality Control
 - c) Bubble/Box
 - d) Weight Sheet
6. “Life is a highway”
7. Generating Sales and Future Growth

“It’s not about having the right opportunities. It’s about handling the opportunities right.” - Mark Hunter