



## Training Schedule

### Day 1

<b>9-9:30am</b>	Onboarding, New hire docs, Sunbase, email, groupme set up
<b>9:30am-12pm</b>	Sunbase training video Watch Solar 101
<b>12-12:30</b>	Lunch
<b>12:30:pm-2pm</b>	D2D Intro video, D2D foundations Video, Chris Solar 101
<b>2-3pm</b>	Q&A
<b>3-</b>	Sunbase Canvassing and sales videos
<b>Homework</b>	Solar Insure Video, Memorize pitch

### Day 2

<b>9-12:30</b>	D2D winning at the door - Door approach with Pistol Pete
<b>12:30pm -1pm</b>	Lunch
<b>1pm-1:30pm</b>	Objections Videos
<b>1:30pm-2:45pm</b>	Requesting Proposal, Practice Pitches
<b>2:45pm -</b>	Knock
<b>Homework</b>	Advanced Solar Foundations Video

### Day 3

<b>9am-11am</b>	Live door pitch Examples
<b>11a-12:30pm</b>	Chris Close Videos
<b>12:30-1pm</b>	Lunch
<b>1p-2pm</b>	D2D Critic Solar
<b>2-2:45pm</b>	Practice Pitches
<b>2:45pm-</b>	Knock
<b>Homework</b>	Solar presenting principles video

## Day 4

<b>9-10am</b>	Deep Dive Michael O'Donnell
<b>10am-12pm</b>	Deep Dive Chris Adams
<b>12-12:30pm</b>	Lunch
<b>12:30-1:30pm</b>	Connor Free - Closing
<b>1:30-2:10pm</b>	Referrals D2d
<b>2:10-2:45pm</b>	Practice Pitches
<b>2:45pm-</b>	Knock
<b>Homework</b>	Advanced Sales Tips D2d

## Day 5

<b>9-10:30am</b>	Live in home- Sam Taggart
<b>10:30- 11:00am</b>	Live presentation breakdown
<b>11am-12pm</b>	Selling Solar Jesse Plotnick
<b>12-12:30pm</b>	Lunch
<b>12:30-2pm</b>	Q&A, Practice pitches
<b>2pm-</b>	Knock

