

MONDAY		TUESDAY		WEDNESDAY		THURSDAY		FRIDAY	
1		2		3		4		5	
Scorecard Training for Internet Coordinators	1pm	Bradley On Demand Manager A	12pm	Voicemail Secrets of the Blind Phone Master	12pm	Bradley On Demand User A	1pm	8 Ways to Sell Training	12pm
New Hire Internet Coordinator	3pm	ELEAD Secrets for Internet Rep	2pm	VinSolutions Secrets for Internet Coordinators	2pm	VinSolutions Secrets for Managers	1pm	The Advanced Secrets to Master Any CRM	1pm
		New Hire Internet Director Training	2pm	3 Minute Book	3pm	The Dealer Synergy Inbound Phone Process	3pm	Price Paradigm & Process	3pm
		The Dealer Synergy Phone Process (Steps 5-10)	3pm	Scorecard Training for Internet Directors & Point Guards	3pm				
				How Well Do You Know the DS Program (Kahoot Part 1)	4pm				
8		9		10		11		12	
Internet Director, What's On Your Mind? (Open Discussion)	11am	How to Put Numbers on the Board Every Day as a PG	11pm	How to Raise Your Show Ratio Confirming Appointments	11am	Bradley On Demand User A	1pm	The Basic Secrets to Mastering Any CRM	1pm
Scorecard Training for Internet Coordinators	1pm	The Best Methods to Build Rapport	2pm	Paradigms (How to Have a World Class Mindset)	12pm	ELEAD Secrets for Sales Rep	1pm	The Dealer Synergy Phone Process (Steps 5-10)	3pm
The T.O. Process	3pm	VinSolutions Secrets for Internet Coordinators	2pm	ProMax Secrets for Sales Reps	2pm	New Hire Internet Coordinator	3pm		
		Escalating Written Conversations to a Phone Call	3pm	What If's Phone Sales "Can You Stump the Blind Phone Master?"	3pm				
				Kahoots Scorecard	4pm				
15		16		17		18		19	
How to Make that Second or Third Conversation...	11am	Bradley On Demand Manager A	12pm	Voicemail Secrets of the Blind Phone Master	12pm	Bradley On Demand User A	1pm	HR Tips	12pm
Scorecard Training for Internet Coordinators	1pm	VinSolutions Secrets for Sales Rep	2pm	New Hire Internet Director Training	2pm	ProMax Secrets for Internet Reps	1pm	VinSolutions Secrets for Internet Coordinators	1pm
ELEAD Secrets for Internet Reps	2pm	The Dealer Synergy Inbound Phone Process	3pm	The Basic Secrets to Mastering Any CRM	2pm	The T.O. Process	3pm	Escalating Written Conversations to a Phone Call	3pm
3 Minute Book	3pm			Price Paradigm & Process	3pm				
				Scorecard Training for Internet Directors & Point Guards	3pm				
				Kahoots CRM	4pm				
22		23		24		25		26	
Scorecard Training for Internet Coordinators	1pm	How to Put Numbers on the Board Every Day as a PG	11am	Internet Coordinator, What's On Your Mind? (Open Discussion)	11am	Bradley On Demand User A	1pm	The Best Methods to Build Rapport	12pm
What If's Phone Sales "Can You Stump the Blind Phone Master?"	3pm	How to Raise Your Show Ratio Confirming Appointments	2pm	The Advanced Secrets to Mastering Any CRM	2pm	VinSolutions Secrets for Internet Coordinators	1pm	ELEAD Secrets for Managers	1pm
		VinSolutions Secrets for Point Guards and/or "Hybrids"	2pm	The Dealer Synergy Phone Process (Steps 5-10)	3pm	3 Minute Book	3pm	The Dealer Synergy Inbound Phone Process	3pm
		New Hire Internet Coordinator	3pm	How Well Do You Know the DS Program (Kahoot Part 2)	4pm				