



| Induction Training Program | | | | |
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| 1 st Day: Morning | 2 nd Day | 3 rd Day | 4 th Day | 5 th Day |
| Time to arrive Admin Product Knowledge | Visit with Customer service | Visit with Manufacturing | Visit with rep to see customers | Sales Meeting |
| Tea break: Meet with Team Members | | | | |
| Product Knowledge | Visit with Dispatch | Visit with Quality Control | Visit with rep to see Customers | Plan call cycle with Sales Manager |
| Lunch M/D | | | | |
| Product Knowledge | Visit with Accounts | Visit with Marketing | Visit with Rep to see Customers | Visit to own customers with Sales Manager |
| Tea break: Meet with Team Members | | | | |
| Product Knowledge | Visit with Purchasing | Visit with Debtors | Visit with rep to see Customers | Visit to own customers with Sales Manager |
| Daily review with Sales Manager | Daily review with Sales Manager | Daily review with Sales Manager | Daily review with Sales Manager | Week review with Sales Manager |