90-Day Checklist

Days 1-30

<u>Initia</u>	<u>ls</u>	<u>Descriptio</u>	<u>on</u>	<u>Da</u>		& R Wee		ıg (
DM	<u>IC</u>				1	2	3	4
		Assign me	ntor	(name))			
		Reviewed	New Hire Training					
		Reviewed	Mandash & MAT					
		Reviewed	Crystal Reports					
			Territory w/existing c	ust. base				
		Reviewed	commission plan					
		Reviewed	Products incl. partner	products				
		Reviewed	Pitch Book	-				
		Reviewed	T & E Report					
		Reviewed	monthly plan, set goal	ls				
		Reviewed	weekly plan & results	(ea. week)				
		Witnessed	10 cold calls to dealer	rs				
		Saw 10 sal	les presentations to de	alers				
		Saw 10 ser	rvice calls to dealers					
		Conducted	Partner Presentation	role play				
		IC introduc	ced DM to 3 Dealer Pr	rinciples				
		Reviewed	3 contracts w/IC	-				
		Have IC jo	oin Dealer/professiona	l Assn's				
	((DM sig)	(IC sig)			(R	2D si	ig)

90-Day Checklist

Days 31-60

Initia	<u>ls</u>	<u>Description</u>	<u>Date</u>		Ratin eek	ng (1-	<u>5)</u>
<u>DM</u>	<u>IC</u>	Reviewed Territory w/ existing cust. base Reviewed monthly plan, set goals Reviewed weekly plan & results (ea. week Witnessed 8 cold calls to dealers Saw 8 sales presentations to dealers Saw 8 service calls to dealers IC introduced DM to 5 Dealer Principles Reviewed Pitch Book Reviewed 3 contracts w/IC Attended Manheim Auction w/IC		2	3	4	
	(DM sig	(IC sig)		(]	RD s	ig)	

90-Day Checklist

Days 61-90

<u>Initia</u>	<u>ls</u>	Description	<u>Dat</u>	<u>es</u>	& R We		ng (1-5)
<u>DM</u>	<u>IC</u>	Deviation of Tamitamy w/ eviating and hase		1	2	3	4
		Reviewed Territory w/ existing cust. base Reviewed monthly plan, set goals	_				
			-) -				
		Reviewed weekly plan & results (ea. week	.) _				
		Saw 6 sales presentations to dealers Saw 6 service calls to dealers	_				
							
		IC introduced DM to 5 Dealer Principles					
		Attend dealer event (launch lunch, golf) Conducted Ad Ass'n Presentation role pla					
	(DM sig	(IC sig)			_ (R	D si	ig)

Sales Call Details

Days 1-30 Dealership	<u>Call</u> <u>Rating</u>	<u>Result</u>	<u>Date</u>				
1							
2							
3							
4							
5							
6 7							
8							
9							
10							
Service Call Details Days 1-30 Call							
<u>Dealership</u>	Rating	<u>Result</u>	<u>Date</u>				
1							
9							

Sales Call Details

<u>Days 31-60</u>	Call					
Dealership	Rating	Result	<u>Date</u>			
1						
2 3						
4 5						
6						
7 8						
Service Call Details						
Days 31-60						
Days 31-60 Dealership	Call Rating	Result	<u>Date</u>			
Dealership 1		<u>Result</u>	<u>Date</u>			
Dealership 1. 2.	Rating	Result				
Dealership 1 2 3 4	Rating					
Dealership 1 2 3 4 5 6	Rating					
Dealership 1 2 3 4 5	Rating					

Sales Call Details

<u>Days 61-90</u>	Call		
Dealership	<u>Call</u> <u>Rating</u>	Result	<u>Date</u>
1			
4 5			
6			
	<u>Se</u>	rvice Call Details	
<u>Days 61-90</u>	G. II		
Dealership	<u>Call</u> <u>Rating</u>	<u>Result</u>	<u>Date</u>
4 5			
6			