



25-3 REVENUE FELLOWSHIP SCHEDULE

ON · WINDOWS · SIDING · DOORS · ROOFING · SOLAR · INSULATION · WIN
INSULATION · WINDOWS · SIDING · DOORS · ROOFING · SOLAR · INSULATION · WIN
DOORS · ROOFING · SOLAR · INSULATION · WINDOWS · SIDING · DOORS · ROOFI
INSULATION · WINDOWS · SIDING · DOORS · ROOFING · SOLAR · INSULATION · WIN
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INSULATION · WINDOWS · SIDING · DOORS · ROOFING · SOLAR · INSULATION · WIN

AGENDA - WEEK 1
SEPTEMBER 1ST - 5TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-
DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
POWER CLOSED LABOR DAY	8:30AM-10:15AM ARRIVAL & ONBOARDING	9:30AM-11:30AM STUDY HALL	12:00PM-1:45PM ROLE PLAY	9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES
	BREAK	LUNCH		
	11:00AM-12:00PM DEPARTMENT MEETING	12:30PM-3:00PM ROLE PLAY APPT PROCESS STEPS 4-5 ESTIMATE PROCESS INFO GATHERING	1:45PM-4:00PM INFO GATHERING PAINT THE PICTURE	
	LUNCH			
	12:30PM-2:00PM POWER & YOUR CAREER		LUNCH	
	2:00PM-5:30PM CD COMP APPT PROCESS STEPS 1-3 ROLE PLAY & HOW TO STUDY	3:30PM-6:30PM COMMUNITY SHADOW	5:00PM-10:00PM SALES SHADOW	

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 12PM EST
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 2
SEPTEMBER 8TH - 12TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-
DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
11:00AM-12:00PM DEPARTMENT MEETING	9:00AM-10:00AM STUDY HALL	9:00AM-11:00AM STUDY HALL	9:00AM-10:00AM STUDY HALL	9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES
LUNCH	10:00AM-11:00AM TOWN HALL	11:00AM-12:00PM DEPARTMENT MEETING	10:00AM-12:00PM STUDY HALL BQ'S/PROC/PIVOT	
12:30PM-1:30PM TESTING ROLE PLAY	LUNCH	LUNCH	LUNCH	
1:30PM-3:00PM STUDY HALL	12:00PM-2:00PM INDIVIDUAL TESTING	1:00PM-2:30PM VP TESTING APPT/EST/OBJ	1:00PM-3:00PM POWER PRODUCT DEMO	
BREAK	2:00PM-6:00PM INTENTIONAL ROLE PLAYING	BREAK	BREAK	
3:15PM-4:30PM OVERCOMING OBJECTIONS PROCESS ASSIGNMENT		2:30PM-4:00PM STUDY HALL	3:15PM-5:00PM VP ROLE PLAY BQ'S/PROC/PIVOT	
		4:00PM-5:30PM BUYING QUESTIONS PROCRASTINATIONS PRODUCT PIVOT		

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 12PM EST
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 3
SEPTEMBER 15TH - 19TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS & ONGOING TRAINING</div> <div>1:00PM-5:00PM SHADOW CD IN COMMUNITY</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS & ONGOING TRAINING</div> <div>1:00PM-5:00PM SHADOW CD IN COMMUNITY</div>	<div>10:30AM-11:30AM SALES OVERVIEW W/ DANNY AND JAKE</div> <div>11:30AM-12:15PM FORMER FELLOW PANEL</div> <div>LUNCH</div> <div>1:15PM-2:15PM BRAND OVERVIEW W/ KERRY MCGOVERN</div> <div>2:30PM-3:30PM PX OVERVIEW W/ BRIANNA</div> <div>3:30PM-4:00PM PEOPLE DEV OVERVIEW W/ D-LO</div> <div>4:00PM-4:30PM PATHWAY CLOSE</div>	<div>1:00PM-5:00PM SHADOW CD IN COMMUNITY</div>	<div>9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES</div>

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 12PM EST
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 4
SEPTEMBER 22ND - 26TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-
DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>10:00AM-2:00PM SHADOW SALES 10AM APPOINTMENT</div>	<div>10:00AM-11:30AM SHADOW SALES MEETING</div> <div>1:00PM-5:00PM SHADOW SALES 1PM APPOINTMENT</div>	<div>10:00AM-11:30AM SHADOW SALES MENTOR CAMP</div> <div>1:00PM-5:00PM SHADOW SALES 1PM APPOINTMENT</div>	<div>10:00AM-11:30AM SHADOW SALES MENTOR CAMP</div> <div>4:00PM-7:00PM SHADOW SALES 4PM APPOINTMENT</div>	<div>9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES</div>
<div>3:00PM-3:45PM SYNC W/ WILL & PHILIP</div>				

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 12PM EST
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 5
SEP 29TH - OCT 3RD

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-
DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>10:00AM-2:00PM SHADOW SALES 10AM APPOINTMENT</div>	<div>10:00AM-11:30AM SHADOW SALES MEETING</div> <div>1:00PM-5:00PM SHADOW SALES 1PM APPOINTMENT</div>	<div>10:00AM-12:30PM SHADOW SALES MENTOR CAMP</div> <div>1:00PM-5:00PM SHADOW QA APPOINTMENTS</div>	<div>10:00AM-7:00PM SHADOW QA APPOINTMENTS</div>	<div>9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES</div>

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 12PM EST
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 6
OCTOBER 6TH - 10TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>SHADOW DELIVERY</div> <div>7:00AM-7:30AM MEET DELIVERY VP</div> <div>7:30AM-3:00PM SHADOW PPM COMMAND CENTER</div> <div>3:00PM-3:45PM SYNC W/ WILL & PHILIP</div>	<div>SHADOW DELIVERY</div> <div>8:00AM- 9:00AM TOWN HALL DELIVERY MEETING</div> <div>11:00AM-4:00PM SHADOW PPM PRE-INSTALL INSPECTION</div>	<div>SHADOW DELIVERY</div> <div>7:00AM-4:00PM SHADOW WAREHOUSE</div>	<div>SHADOW DELIVERY</div> <div>7:00AM-4:00PM SHADOW INSTALL MANAGER SERVICE ROUTE</div>	<div>9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES</div>

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 12PM EST
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 7
OCTOBER 13TH - 17TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-
DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
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MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>8:15AM-10:15AM ARRIVAL & ONBOARDING</div> <div>9:30AM-10:00AM MAT STANDUP CALL</div> <div>BREAK</div> <div>11:00AM-12:00PM DEPARTMENT MEETING</div> <div>LUNCH</div> <div>12:30PM-2:00PM POWER & YOUR CAREER</div> <div>2:00PM-4:30PM CD COMP APPT PROCESS STEPS 1-3 ROLE PLAY & HOW TO STUDY</div>	<div>9:30AM-11:30AM STUDY HALL</div> <div>LUNCH</div> <div>12:30PM-3:00PM ROLE PLAY APPT PROCESS STEPS 4-6 ESTIMATE PROCESS INFO GATHERING</div> <div>3:30PM-6:00PM COMMUNITY MENTOR SHADOW</div>	<div>10:00AM-11:00AM MA SCRIPT TEST</div> <div>12:00PM-1:45PM ROLE PLAY</div> <div>1:45PM-4:00PM INFO GATHERING PAINT THE PICTURE</div> <div>LUNCH</div> <div>5:00PM-8:00PM SALES SHADOW</div>	<div>8:15AM-10:00AM DELIVERY OVERVIEW WAREHOUSE, COMMAND CENTER, DP CA</div> <div>10:30AM-11:00AM FORMER FELLOW PANEL</div> <div>11:30AM-1:00PM WINDOW INSTALLATION</div> <div>LUNCH</div> <div>2:00PM-2:30PM SALES & DELIVERY REVIEW</div> <div>2:30PM-4:00PM INDIVIDUAL TESTING</div> <div>4:00PM-5:15PM APPT QUALIFICATIONS & SCHEDULING GRID</div>	<div>9:00AM-4:00PM COHORT HUDDLE W/ HIRING OUR HEROES</div>

EXAMPLE SCHEDULE

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 12PM EST
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 8
OCTOBER 20TH - 24TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-
DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
11:00AM-12:00PM DEPARTMENT MEETING	9:30AM-11:30AM STUDY HALL	9:00AM-11:00AM STUDY HALL	9:00AM-10:00AM STUDY HALL	9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES
LUNCH	LUNCH	11:00AM-12:00PM DEPARTMENT MEETING	10:00AM-12:00PM STUDY HALL BQ'S/PROC/PIVOT	
12:30PM-1:30PM TESTING ROLE PLAY	12:30PM-2:00PM INDIVIDUAL TESTING	LUNCH	LUNCH	
1:30PM-3:00PM STUDY HALL	2:15PM-3:15PM PRODUCT IDENTIFICATION	1:00PM-2:30PM VP TESTING APPT/EST/OBJ	1:00PM-3:00PM POWER PRODUCT DEMO	
BREAK	2:00PM-6:00PM INTENTIONAL ROLE PLAYING	2:30PM-4:00PM STUDY HALL	BREAK	
3:15PM-4:30PM OVERCOMING OBJECTIONS PROCESS ASSIGNMENT		4:00PM-5:30PM BUYING QUESTIONS PROCRASTINATIONS PRODUCT PIVOT	3:15PM-5:00PM VP ROLE PLAY BQ'S/PROC/PIVOT	

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 12PM EST
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 9
OCTOBER 27TH - 31ST

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-
DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS & ONGOING TRAINING</div> <div>1:00PM-5:00PM SHADOW CD IN COMMUNITY</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS & ONGOING TRAINING</div> <div>1:00PM-5:00PM SHADOW CD IN COMMUNITY</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS & ONGOING TRAINING</div> <div>1:00PM-5:00PM SHADOW CD IN COMMUNITY</div>	<div>1:00PM-5:00PM SHADOW CD IN COMMUNITY</div>	<div>9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES</div>

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 12PM EST
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 10
NOVEMBER 3RD - 7TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-
DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS & ONGOING TRAINING</div> <div>1:00PM-5:00PM SHADOW CD IN COMMUNITY</div> <div>3:00PM-3:45PM SYNC W/ WILL & PHILIP</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS & ONGOING TRAINING</div> <div>1:00PM-5:00PM SHADOW CD IN COMMUNITY</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS & ONGOING TRAINING</div> <div>1:00PM-5:00PM SHADOW CD IN COMMUNITY</div>	<div>1:00PM-5:00PM SHADOW CD IN COMMUNITY</div>	<div>9:00AM - 4:00PM COHORT HUDDLE W/ HIRING OUR HEROES</div>

SURVEY RESPONSES ARE DUE EVERY FRIDAY BY 12PM EST
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 11
NOVEMBER 10TH - 14TH

SEE PHILIP RICHARDS OR WILL SLATON FOR MOST UP-TO-
DATE SCHEDULE OR QUESTIONS



ZOOM TIMES ARE LISTED IN EST
ZOOM ID: 993-833-4555
(FOR P-DEV CALLS ONLY)



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS & ONGOING TRAINING</div> <div>1:00PM-5:00PM SHADOW CD IN COMMUNITY</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS & ONGOING TRAINING</div> <div>1:00PM-5:00PM SHADOW CD COMMUNITY W/ MENTOR</div>	<div>DOWN TIME FINAL SURVEY</div>	<div>10:00AM-11:00AM POWER FELLOW GRADUATION ON ZOOM</div> <div>10:00AM-11:00AM HOH GRADUATION</div>	<div>COMPLETE</div>

FINAL SURVEY RESPONSES ARE DUE ON WED THIS WEEK BY 5PM EST
CHECK NITRO NOTIFICATIONS FOR LINK