



2025 REVENUE  
SKILLBRIDGE 16 WEEK  
SCHEDULE

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

# AGENDA - WEEK 1



STAY ENERGIZED:  
PREP SNACKS & WATER



TIMES LISTED: LOCAL TIME



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>8:30AM-10:15AM ARRIVAL &amp; ONBOARDING</div> <div>BREAK</div> <div>11:00AM-12:00PM DEPARTMENT MEETING</div> <div>LUNCH</div> <div>12:30PM-2:00PM POWER &amp; YOUR CAREER</div> <div>2:00PM-5:30PM CD COMP  APPT PROCESS STEPS 1-3  ROLE PLAY &amp; 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 4-5  ESTIMATE PROCESS INFO GATHERING</div> <div>3:30PM-6:30PM COMMUNITY SHADOW</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-10:00PM SALES SHADOW</div>	<div>9:00AM-11:00AM DELIVERY OVERVIEW WAREHOUSE, COMMAND CENTER, DP   CA</div> <div>BREAK</div> <div>11:30AM-1:00PM WINDOW INSTALLATION</div> <div>LUNCH</div> <div>2:00PM-2:30PM SALES &amp; DELIVERY REVIEW</div> <div>2:30PM-4:00PM INDIVIDUAL TESTING</div> <div>4:00PM-5:00PM APPT QUALIFICATIONS &amp; SCHEDULING GRID</div>	<div>10:00AM-11:30AM SAFETY &amp; SENSITIVITY TRAINING</div> <div>LUNCH</div> <div>12:30PM-1:30PM STUDY HALL</div> <div>1:45PM-3:30PM SCHEDULING TRANSITIONS &amp; BUTTON UP</div> <div>*CLEAN UP*</div>

\*THIS SCHEDULE IS A TEMPLATE: PLEASE SEE CD LEADERSHIP OR PHILIP RICHARDS  
AND CHRIS POPA TO GET THE UPDATED SCHEDULE OR QUESTIONS

# AGENDA - WEEK 2



STAY ENERGIZED:  
PREP SNACKS & WATER



TIMES LISTED: TUES IS EST,  
MON, WED, THURS LOCAL TIME



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
11:00AM-12:00PM DEPARTMENT MEETING	9:30AM-11:30AM STUDY HALL	9:30AM-10:30AM STUDY HALL	9:00AM-10:00AM STUDY HALL	9:00AM-11:00AM STUDY HALL
LUNCH	LUNCH			
12:30PM-1:30PM TESTING ROLE PLAY	12:30PM-2:00PM INDIVIDUAL TESTING	10:30AM-11:30AM DEPARTMENT MEETING	10:00AM-11:30AM STUDY HALL BQ'S/PROC/PIVOT	11:00AM-2:00PM FINAL EVALUATION
1:30PM-3:00PM STUDY HALL	2:15PM-3:15PM PRODUCT IDENTIFICATION	11:30AM-12:15PM STUDY HALL	LUNCH	LUNCH
BREAK		LUNCH	1:00PM-3:00PM POWER PRODUCT DEMO	
3:15PM-4:30PM  OVERCOMING OBJECTIONS PROCESS  ASSIGNMENT	2:00PM-6:00PM  INTENTIONAL ROLE PLAYING	2:30PM-4:00PM STUDY HALL	BREAK	2:00PM-6:30PM SHADOW CD IN THE COMMUNITY
		4:00PM-5:30PM BUYING QUESTIONS PROCRASTINATIONS PRODUCT PIVOT	3:15PM-5:00PM VP ROLE PLAY  BQ'S/PROC/PIVOT	

\*THIS SCHEDULE IS A TEMPLATE: PLEASE SEE CD LEADERSHIP OR PEOPLE DEV TO  
GET THE UPDATED TRAINING SCHEDULE FOR THIS WEEK



MONDAY

10:30AM-12:00PM  
DEPARTMENT  
MEETINGS, CAMPS &  
ONGOING TRAINING

1:00PM-6:00PM  
SHADOW CD  
COMMUNITY W/  
MENTOR

TUESDAY

10:30AM-12:00PM  
DEPARTMENT  
MEETINGS, CAMPS &  
ONGOING TRAINING

1:00PM-6:00PM  
SHADOW CD  
COMMUNITY W/  
MENTOR

WEDNESDAY

10:30AM-12:00PM  
DEPARTMENT  
MEETINGS, CAMPS &  
ONGOING TRAINING

1:00PM-6:00PM  
SHADOW CD  
COMMUNITY W/  
MENTOR

THURSDAY

10:30AM-12:00PM  
DEPARTMENT  
MEETINGS, CAMPS &  
ONGOING TRAINING

1:00PM-6:00PM  
SHADOW CD  
COMMUNITY W/  
MENTOR

FRIDAY

10:30AM-12:00PM  
DEPARTMENT  
MEETINGS, CAMPS &  
ONGOING TRAINING

1:00PM-6:00PM  
SHADOW CD  
COMMUNITY W/  
MENTOR

\*THIS SCHEDULE IS A TEMPLATE: PLEASE SEE CD LEADERSHIP OR PHILIP RICHARDS  
AND CHRIS POPA TO GET THE UPDATED SCHEDULE OR QUESTIONS



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS &amp; ONGOING TRAINING</div> <div>1:00PM-6:00PM SHADOW CD COMMUNITY W/ MENTOR</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS &amp; ONGOING TRAINING</div> <div>1:00PM-6:00PM SHADOW CD COMMUNITY W/ MENTOR</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS &amp; ONGOING TRAINING</div> <div>1:00PM-6:00PM SHADOW CD COMMUNITY W/ MENTOR</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS &amp; ONGOING TRAINING</div> <div>1:00PM-6:00PM SHADOW CD COMMUNITY W/ MENTOR</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS &amp; ONGOING TRAINING</div> <div>1:00PM-6:00PM SHADOW CD COMMUNITY W/ MENTOR</div>

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AND CHRIS POPA TO GET THE UPDATED SCHEDULE OR QUESTIONS



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>10:00AM-5:00PM SHADOW SALES 10AM APPOINTMENT</div>	<div>10:00AM-12:00PM SHADOW SALES MEETING</div> <div>1:00PM-5:00PM SHADOW SALES 1PM APPOINTMENT</div>	<div>10:00AM-12:30PM SHADOW SALES CAMP</div> <div>4:00PM-7:00PM SHADOW SALES 4PM APPOINTMENT</div>	<div>10:00AM-12:00PM SHADOW SALES CAMP</div> <div>1:00PM-5:00PM SHADOW SALES 1PM APPOINTMENT</div>	<div>10:00AM-5:00PM SHADOW SALES 10AM APPOINTMENT</div>

\*THIS SCHEDULE IS A TEMPLATE: PLEASE SEE SALES LEADERSHIP OR PHILIP RICHARDS AND CHRIS POPA TO GET THE UPDATED SCHEDULE OR QUESTIONS

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>10:00AM-5:00PM SHADOW SALES 10AM APPOINTMENT</div>	<div>10:00AM-12:00PM SHADOW SALES MEETING</div> <div>1:00PM-5:00PM SHADOW SALES 1PM APPOINTMENT</div>	<div>10:00AM-12:30PM SHADOW SALES CAMP</div> <div>4:00PM-7:00PM SHADOW SALES 4PM APPOINTMENT</div>	<div>10:00AM-12:00PM SHADOW SALES CAMP</div> <div>1:00PM-5:00PM SHADOW SALES 1PM APPOINTMENT</div>	<div>10:00AM-5:00PM SHADOW SALES 10AM APPOINTMENT</div>

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MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>10:00AM-5:00PM SHADOW SALES 10AM APPOINTMENT</div>	<div>10:00AM-12:00PM SHADOW SALES MEETING</div> <div>1:00PM-5:00PM SHADOW SALES 1PM APPOINTMENT</div>	<div>10:00AM-12:30PM SHADOW SALES CAMP</div> <div>4:00PM-7:00PM SHADOW SALES 4PM APPOINTMENT</div>	<div>10:00AM-12:00PM SHADOW SALES CAMP</div> <div>1:00PM-5:00PM SHADOW SALES 1PM APPOINTMENT</div>	<div>10:00AM-5:00PM SHADOW SALES 10AM APPOINTMENT</div>

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MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>10:00AM-5:00PM SHADOW SALES 10AM APPOINTMENT</div>	<div>10:00AM-12:00PM SHADOW SALES MEETING</div> <div>1:00PM-5:00PM SHADOW SALES 1PM APPOINTMENT</div>	<div>10:00AM-12:30PM SHADOW SALES CAMP</div> <div>4:00PM-7:00PM SHADOW SALES 4PM APPOINTMENT</div>	<div>10:00AM-12:30PM SHADOW SALES CAMP</div> <div>4:00PM-7:00PM SHADOW SALES 4PM APPOINTMENT</div>	<div>10:00AM-5:00PM SHADOW SALES 10AM APPOINTMENT</div>

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MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY
7:00AM-4:00PM SHADOW PRE-INSTALL INSPECTION	7:00AM-4:00PM SHADOW PRE-INSTALL INSPECTION	7:00AM-4:00PM SHADOW PRE-INSTALL INSPECTION	7:00AM-4:00PM SHADOW PRE-INSTALL INSPECTION	7:00AM-4:00PM SHADOW PRE-INSTALL INSPECTION

\*THIS SCHEDULE IS A TEMPLATE: PLEASE SEE DELIVERY LEADERSHIP OR PHILIP RICHARDS AND CHRIS POPA TO GET THE UPDATED SCHEDULE OR QUESTIONS

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY
7:00AM-4:00PM SHADOW WAREHOUSE	7:00AM-4:00PM SHADOW WAREHOUSE	7:00AM-4:00PM SHADOW WAREHOUSE	7:00AM-4:00PM SHADOW WAREHOUSE	7:00AM-4:00PM SHADOW WAREHOUSE

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MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY
7:00AM-4:00PM SHADOW COMMAND CENTER	7:00AM-4:00PM SHADOW COMMAND CENTER	7:00AM-4:00PM SHADOW INSTALL	7:00AM-4:00PM SHADOW INSTALL	7:00AM-4:00PM SHADOW INSTALL

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MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY	SHADOW DELIVERY
7:00AM-4:00PM SHADOW INSTALL MANAGER	7:00AM-4:00PM SHADOW INSTALL MANAGER	7:00AM-4:00PM SHADOW INSTALL MANAGER	7:00AM-4:00PM SHADOW QUALITY ASSURANCE	7:00AM-4:00PM SHADOW QUALITY ASSURANCE

\*THIS SCHEDULE IS A TEMPLATE: PLEASE SEE DELIVERY LEADERSHIP OR PHILIP RICHARDS AND CHRIS POPA TO GET THE UPDATED SCHEDULE OR QUESTIONS



# AGENDA - WEEK 1



STAY ENERGIZED:  
PREP SNACKS & WATER



TIMES LISTED: LOCAL TIME



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>8:30AM-10:15AM ARRIVAL &amp; ONBOARDING</div> <div>BREAK</div> <div>11:00AM-12:00PM DEPARTMENT MEETING</div> <div>LUNCH</div> <div>12:30PM-2:00PM POWER &amp; YOUR CAREER</div> <div>2:00PM-5:30PM CD COMP  APPT PROCESS STEPS 1-3  ROLE PLAY &amp; 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 4-5  ESTIMATE PROCESS INFO GATHERING</div> <div>3:30PM-6:30PM COMMUNITY SHADOW</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-10:00PM SALES SHADOW</div>	<div>9:00AM-11:00AM DELIVERY OVERVIEW WAREHOUSE, COMMAND CENTER, DP   CA</div> <div>BREAK</div> <div>11:30AM-1:00PM WINDOW INSTALLATION</div> <div>LUNCH</div> <div>2:00PM-2:30PM SALES &amp; DELIVERY REVIEW</div> <div>2:30PM-4:00PM INDIVIDUAL TESTING</div> <div>4:00PM-5:00PM APPT QUALIFICATIONS &amp; SCHEDULING GRID</div>	<div>10:00AM-11:30AM SAFETY &amp; SENSITIVITY TRAINING</div> <div>LUNCH</div> <div>12:30PM-1:30PM STUDY HALL</div> <div>1:45PM-3:30PM SCHEDULING TRANSITIONS &amp; BUTTON UP</div> <div>*CLEAN UP*</div>

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# AGENDA - WEEK 2



STAY ENERGIZED:  
PREP SNACKS & WATER



TIMES LISTED: TUES IS EST,  
MON, WED, THURS LOCAL TIME



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
11:00AM-12:00PM DEPARTMENT MEETING	9:30AM-11:30AM STUDY HALL	9:30AM-10:30AM STUDY HALL	9:00AM-10:00AM STUDY HALL	9:00AM-11:00AM STUDY HALL
LUNCH	LUNCH			
12:30PM-1:30PM TESTING ROLE PLAY	12:30PM-2:00PM INDIVIDUAL TESTING	10:30AM-11:30AM DEPARTMENT MEETING	10:00AM-11:30AM STUDY HALL BQ'S/PROC/PIVOT	11:00AM-2:00PM FINAL EVALUATION
1:30PM-3:00PM STUDY HALL	2:15PM-3:15PM PRODUCT IDENTIFICATION	11:30AM-12:15PM STUDY HALL	LUNCH	LUNCH
BREAK		LUNCH	1:00PM-3:00PM POWER PRODUCT DEMO	
3:15PM-4:30PM  OVERCOMING OBJECTIONS PROCESS  ASSIGNMENT	2:00PM-6:00PM  INTENTIONAL ROLE PLAYING	1:00PM-2:30PM VP TESTING APPT/EST/OBJ	BREAK	2:00PM-6:30PM SHADOW CD IN THE COMMUNITY
		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		

\*THIS SCHEDULE IS A TEMPLATE: PLEASE SEE CD LEADERSHIP OR PEOPLE DEV TO  
GET THE UPDATED TRAINING SCHEDULE FOR THIS WEEK

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS &amp; ONGOING TRAINING</div> <div>1:00PM-6:00PM SHADOW CD COMMUNITY W/ MENTOR</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS &amp; ONGOING TRAINING</div> <div>1:00PM-6:00PM SHADOW CD COMMUNITY W/ MENTOR</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS &amp; ONGOING TRAINING</div> <div>1:00PM-6:00PM SHADOW CD COMMUNITY W/ MENTOR</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS &amp; ONGOING TRAINING</div> <div>1:00PM-6:00PM SHADOW CD COMMUNITY W/ MENTOR</div>	<div>10:30AM-12:00PM DEPARTMENT MEETINGS, CAMPS &amp; ONGOING TRAINING</div> <div>1:00PM-6:00PM SHADOW CD COMMUNITY W/ MENTOR</div>

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MONDAY

10:30AM-12:00PM  
DEPARTMENT  
MEETINGS, CAMPS &  
ONGOING TRAINING

1:00PM-6:00PM  
SHADOW CD  
COMMUNITY W/  
MENTOR

TUESDAY

10:30AM-12:00PM  
DEPARTMENT  
MEETINGS, CAMPS &  
ONGOING TRAINING

1:00PM-6:00PM  
SHADOW CD  
COMMUNITY W/  
MENTOR

WEDNESDAY

10:30AM-12:00PM  
DEPARTMENT  
MEETINGS, CAMPS &  
ONGOING TRAINING

1:00PM-6:00PM  
SHADOW CD  
COMMUNITY W/  
MENTOR

THURSDAY

10:30AM-12:00PM  
DEPARTMENT  
MEETINGS, CAMPS &  
ONGOING TRAINING

1:00PM-6:00PM  
SHADOW CD  
COMMUNITY W/  
MENTOR

FRIDAY

10:30AM-12:00PM  
DEPARTMENT  
MEETINGS, CAMPS &  
ONGOING TRAINING

1:00PM-6:00PM  
SHADOW CD  
COMMUNITY W/  
MENTOR

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AND CHRIS POPA TO GET THE UPDATED SCHEDULE OR QUESTIONS