



2026 REVENUE SKILLBRIDGE 16 WEEK SCHEDULE

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

AGENDA - WEEK 1

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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

8:30AM-10:15AM
ARRIVAL &
ONBOARDING

BREAK

11:00AM-11:30AM
DEPARTMENT
MEETING

LUNCH

12:30PM-2:00PM
POWER &
YOUR CAREER

2:00PM-5:30PM
CD COMP

APPT PROCESS
STEPS 1-3

ROLE PLAY &
HOW TO STUDY

TUESDAY

10:00AM-12:00PM
STUDY HALL

LUNCH

12:30PM-3:00PM
ROLE PLAY

APPT PROCESS
STEPS 4-5

ESTIMATE PROCESS
INFO GATHERING

3:30PM-7:00PM
COMMUNITY
SHADOW

WEDNESDAY

12:30PM-2:00PM
ROLE PLAY

2:00PM-4:00PM
INFO GATHERING
PAINT THE PICTURE

LUNCH

5:00PM-10:00PM
SALES
SHADOW

THURSDAY

9:00AM-11:00AM
DELIVERY OVERVIEW
WAREHOUSE, COMMAND
CENTER, DP | CA

BREAK

11:30AM-1:00PM
WINDOW
INSTALLATION

LUNCH

2:00PM-2:30PM
SALES &
DELIVERY REVIEW

2:30PM-4:00PM
INDIVIDUAL TESTING/
ROLEPLAY

4:00PM-5:00PM
APPT QUALIFICATIONS &
SCHEDULING GRID

FRIDAY

10:00AM-11:30AM
SAFETY & SENSITIVITY
TRAINING

LUNCH

12:30PM-1:00PM
STUDY HALL

1:00PM-2:30PM
SCHEDULING
TRANSITIONS
&
BUTTON UP

2:30PM-3:30PM
PRODUCT
IDENTIFICATION

4:00PM-7:00PM
COMMUNITY
SHADOW
PRODUCT FOCUS

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

AGENDA - WEEK 2

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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-11:00AM STUDY HALL	9:30AM-11:00AM STUDY HALL	9:00AM-10:00AM STUDY HALL	9:00AM-11:00AM STUDY HALL
LUNCH	LUNCH	LUNCH	LUNCH	LUNCH
12:30PM-1:30PM TESTING ROLE PLAY	12:00PM-2:00PM INDIVIDUAL TESTING	11:00AM-12:00PM DEPARTMENT MEETING	10:00AM-12:00PM STUDY HALL BQ'S/PROC/PIVOT	11:00AM-1:00PM FINAL EVALUATION
1:30PM-3:00PM STUDY HALL	2:00PM-6:00PM INTENTIONAL ROLE PLAYING	1:00PM-2:30PM VP TESTING APPT/EST/OBJ	1:00PM-3:00PM POWER PRODUCT DEMO	2:00PM-7:00PM SHADOW CD IN THE COMMUNITY
BREAK		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		

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

AGENDA - WEEK 3

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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

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

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

AGENDA - WEEK 4

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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

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

FINAL SURVEY RESPONSES ARE DUE ON FRI THIS WEEK BY 5PM LOCAL TIME
CHECK NITRO NOTIFICATIONS FOR LINK

AGENDA - WEEK 5

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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

10:00AM-5:00PM
SHADOW SALES
10AM APPOINTMENT

TUESDAY

10:00AM-12:00PM
SHADOW SALES
MEETING

1:00PM-5:00PM
SHADOW SALES
1PM APPOINTMENT

WEDNESDAY

10:00AM-12:30PM
SHADOW SALES
CAMP

4:00PM-7:00PM
SHADOW SALES
4PM APPOINTMENT

THURSDAY

10:00AM-12:00PM
SHADOW SALES
CAMP

1:00PM-5:00PM
SHADOW SALES
1PM APPOINTMENT

FRIDAY

10:00AM-5:00PM
SHADOW SALES
10AM APPOINTMENT

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

AGENDA - WEEK 6

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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

10:00AM-5:00PM
SHADOW SALES
10AM APPOINTMENT

TUESDAY

10:00AM-12:00PM
SHADOW SALES
MEETING

1:00PM-5:00PM
SHADOW SALES
1PM APPOINTMENT

WEDNESDAY

10:00AM-12:30PM
SHADOW SALES
CAMP

4:00PM-7:00PM
SHADOW SALES
4PM APPOINTMENT

THURSDAY

10:00AM-12:00PM
SHADOW SALES
CAMP

1:00PM-5:00PM
SHADOW SALES
1PM APPOINTMENT

FRIDAY

10:00AM-5:00PM
SHADOW SALES
10AM APPOINTMENT

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

AGENDA - WEEK 7

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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

10:00AM-5:00PM
SHADOW SALES
10AM APPOINTMENT

TUESDAY

10:00AM-12:00PM
SHADOW SALES
MEETING

1:00PM-5:00PM
SHADOW SALES
1PM APPOINTMENT

WEDNESDAY

10:00AM-12:30PM
SHADOW SALES
CAMP

4:00PM-7:00PM
SHADOW SALES
4PM APPOINTMENT

THURSDAY

10:00AM-12:00PM
SHADOW SALES
CAMP

1:00PM-5:00PM
SHADOW SALES
1PM APPOINTMENT

FRIDAY

10:00AM-5:00PM
SHADOW SALES
10AM APPOINTMENT

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

AGENDA - WEEK 8

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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

10:00AM-5:00PM
SHADOW SALES
10AM APPOINTMENT

TUESDAY

10:00AM-12:00PM
SHADOW SALES
MEETING

1:00PM-5:00PM
SHADOW SALES
1PM APPOINTMENT

WEDNESDAY

10:00AM-12:30PM
SHADOW SALES
CAMP

4:00PM-7:00PM
SHADOW SALES
4PM APPOINTMENT

THURSDAY

10:00AM-12:30PM
SHADOW SALES
CAMP

4:00PM-7:00PM
SHADOW SALES
4PM APPOINTMENT

FRIDAY

10:00AM-5:00PM
SHADOW SALES
10AM APPOINTMENT

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

AGENDA - WEEK 9

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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
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

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

AGENDA - WEEK 10

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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
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

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

AGENDA - WEEK 11

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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
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

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

AGENDA - WEEK 12

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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
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

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

AGENDA - WEEK 13

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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

8:30AM-10:15AM
ARRIVAL &
ONBOARDING

BREAK

11:00AM-11:30AM
DEPARTMENT
MEETING

LUNCH

12:30PM-2:00PM
POWER &
YOUR CAREER

2:00PM-5:30PM
CD COMP

APPT PROCESS
STEPS 1-3

ROLE PLAY &
HOW TO STUDY

TUESDAY

10:00AM-12:00PM
STUDY HALL

LUNCH

12:30PM-3:00PM
ROLE PLAY

APPT PROCESS
STEPS 4-5

ESTIMATE PROCESS
INFO GATHERING

3:30PM-7:00PM
COMMUNITY
SHADOW

WEDNESDAY

12:30PM-2:00PM
ROLE PLAY

2:00PM-4:00PM
INFO GATHERING
PAINT THE PICTURE

LUNCH

5:00PM-10:00PM
SALES
SHADOW

THURSDAY

9:00AM-11:00AM
DELIVERY OVERVIEW
WAREHOUSE, COMMAND
CENTER, DP | CA

BREAK

11:30AM-1:00PM
WINDOW
INSTALLATION

LUNCH

2:00PM-2:30PM
SALES &
DELIVERY REVIEW

2:30PM-4:00PM
INDIVIDUAL TESTING/
ROLEPLAY

4:00PM-5:00PM
APPT QUALIFICATIONS &
SCHEDULING GRID

FRIDAY

10:00AM-11:30AM
SAFETY & SENSITIVITY
TRAINING

LUNCH

12:30PM-1:00PM
STUDY HALL

1:00PM-2:30PM
SCHEDULING
TRANSITIONS
&
BUTTON UP

2:30PM-3:30PM
PRODUCT
IDENTIFICATION

4:00PM-7:00PM
COMMUNITY
SHADOW
PRODUCT FOCUS

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

AGENDA - WEEK 14

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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-11:00AM STUDY HALL	9:30AM-11:00AM STUDY HALL	9:00AM-10:00AM STUDY HALL	9:00AM-11:00AM STUDY HALL
LUNCH	LUNCH			
12:30PM-1:30PM TESTING ROLE PLAY	12:00PM-2:00PM INDIVIDUAL TESTING	11:00AM-12:00PM DEPARTMENT MEETING	10:00AM-12:00PM STUDY HALL BQ'S/PROC/PIVOT	11:00AM-1:00PM FINAL EVALUATION
1:30PM-3:00PM STUDY HALL		LUNCH	LUNCH	LUNCH
BREAK	2:00PM-6:00PM INTENTIONAL ROLE PLAYING	1:00PM-2:30PM VP TESTING APPT/EST/OBJ	1:00PM-3:00PM POWER PRODUCT DEMO	2:00PM-7:00PM SHADOW CD IN THE COMMUNITY
3:15PM-4:30PM OVERCOMING OBJECTIONS PROCESS ASSIGNMENT		BREAK	BREAK	
		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		

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

AGENDA - WEEK 15

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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

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

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

AGENDA - WEEK 16

SEE DEPARTMENT LEADERSHIP OR PATHWAYS TEAM 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

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

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