

Induction	Training	Program		
First day am	2 nd Day	3 rd day	4 th Day	5th day
Time to arrive Admin Product Knowledge	Visit with Customer service	Visit with manufacturing	Visit with rep To customers	Sales meeting
Tea breaks	Meet with	Team	Members	
Product knowledge	Visit with Dispatch/dist	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 2 To see customers	Visit to own customers with S/M
Tea break	Meet with	Team members		
Product knowledge	Visit with purchasing	Visit with debtors	Visit with rep 2 To see customers	Visit to own customers with S/M
Daily review	With Sales	Manager		Week review