



KTG 9-Month Program Sample Schedule

All calls take place on our conference line

Month 1 & 2: Weekly Trainings

Thursday, July 10th

8:30 AM to 4:00 PM: Week One Workshop
Workshop and One-on-One's

Tuesday, July 15th

9:00 AM: Week Two Training
One-on-Ones; groups of 5-6 reps; 60 min with each group.

Monday, July 21st

9:00 AM: Manager Training Call
All managers

Tuesday, July 22nd

9:00 AM: Week Three Training
One-on-Ones; groups of 5-6 reps; 60 min with each group.

Monday, July 28th

9:00 AM: Manager Training Call
All managers

Tuesday, July 29th

9:00 AM: Week Four Training

One-on-Ones; groups of 5-6 reps; 60 min with each group.

Monday, August 4th

9:00 AM: Manager Training Call

All managers

Tuesday, August 5th

9:00 AM: Week Five Training

One-on-Ones; groups of 5-6 reps; 60 min with each group.

Monday, August 11th

9:00 AM: Manager Training Call

All managers

Week 6: Manager Led Training Week

Tuesday, August 19th

9:00 AM: Week Seven Training

One-on-Ones; groups of 5-6 reps; 60 min with each group.

Monday, August 25th

9:00 AM: Manager Training Call

All managers

Week 8: Manager Led Training Week

Tuesday, September 2nd

9:00 AM: Week Nine Training

One-on-Ones; groups of 5-6 reps; 60 min with each group.

Monday, September 8th

9:00 AM: Manager Training Call

All managers

Month 3: 3 Weekly Check Up Calls & A Manager Call

A quick call with the team to make sure everyone is ready for his or her next prospecting week.

Friday, September 12th	9:00 AM: Check Up Call
Friday, September 19th	9:00 AM: Check Up Call
Monday, September 22nd	9:00 AM: Manager Training Call
Friday, September 26th	9:00 AM: Check Up Call

Month 4: One Manager Call & Two Sales Force Training Calls

Tuesday, October 7th	9:00 AM: Manager Training Call <i>All managers</i>
Tuesday, October 14th	9:00 AM Sales Force Training Call Social Media: <i>Using Social Media to make the meeting. 60 minutes with the entire sales force</i>
Tuesday, October 21st	9:00 AM: Sales Force Training Call Making Real Calls to Real Prospects <i>One-on-Ones; groups of 5-6 reps; 60 min with each group.</i>

Month 5: One Manager Call, One Sales Force Training Call & One Check Up Call

Monday, November 3rd

9:00 AM: Manager Training Call

All managers

Friday, November 7th

9:00 AM: Check Up Call

A quick call with the team to make sure everyone is ready for his or her next prospecting week.

Tuesday, November 18th

9:00 AM Sales Force Training Call

Low Hanging Fruit: *Going after past prospects that were sent proposals but did not close.*

Month 6: Live Visit

(Month 6 live visit only offered to dealerships with reps over 25 participants.)

Wednesday, December 3rd

Live Visit

8:30 – 10:30 PM Tune Up

10:30 – 12:00 PM Making Calls to Prospects

12:00 – 12:30 PM Lunch

12:30 – 2:30 PM Making Calls to Prospects

2:30 – 3:00 PM Manager Meeting

Month 7: One Manager Call, One Sales Force Training Call & One Check Up Call

Monday, January 5th

9:00 AM: Manager Training Call
All managers

Friday, January 9th

9:00 AM: Check Up Call
A quick call with the team to make sure everyone is ready for his or her next prospecting week.

Tuesday, January 20th

9:00 AM Sales Force Training Call
Speaker Request: *Learn how to gain speaking engagements with your ideal prospects.*
& Time Management: *Learn how to carve out even more time out of your workday effectively.*

Month 8: One Manager Call, One Sales Force Training Call & One Check Up Call

Monday, February 2nd

9:00 AM: Manager Training Call
All managers

Friday, February 6th

9:00 AM: Check Up Call
A quick call with the team to make sure everyone is ready for his or her next prospecting week.

Tuesday, February 17th

9:00 AM: Sales Force Training Call
Making Real Calls to Real Prospects
*One-on-Ones; groups of 5-6 reps;
60 min with each group.*

Month 9: One Manager Call, One Sales Force Training Call & One Check Up Call

Monday, March 2nd

9:00 AM: Manager Training Call

All managers

Tuesday, March 10th

9:00 AM Sales Force Training Call

Testimonials: Gather and add testimonials to your prospecting plan.

Tuesday, March 17th

9:00 AM Sales Force Training Call

After KTG: Creating a Going Forward Strategy