



Your On-Boarding Quick Test

Score your company's process by answering and rating the on-boarding activities below. Check each activity that you currently perform and rate your performance 0-10 with 10 being excellent.

Top rating is 150 points.

| On-Boarding Activity | Yes/No | Rate Performance 1-10 |
|--------------------------------------|--------|-----------------------|
| Comprehensive Product Training | | |
| Operational Training | | |
| Competitive Information | | |
| Company Ideology, Mission and Vision | | |
| Organizational Structure | | |
| Sales Training | | |
| Coaching Time | | |
| Accountability Process | | |
| Contact List | | |
| Joint Calls | | |
| Goals and Planning | | |
| Sales & Activity Tracking | | |
| Pre and Post Call Strategy | | |
| Pipeline Development | | |
| Debriefing of Calls | | |