XANT REmote LAUNCH Agenda

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| Time | **MEETING** | **Attendees** | **Agenda** | **Location/Room** |
| Day 1: Click or tap to enter a date. | | | |  |
| Morning  [Insert specific hour] | **User Training: Playbooks Foundations** | * Sales reps Management * XANT | * What is Playbooks? * Playbooks makes Sales Easy * Setting up playbooks * **Introduce Competition** |  |
| Afternoon  [Insert specific hour] | **Office Hours (Optional)** | * Sales Reps * XANT | * XANT available on conference line * Sales reps join as needed for Q&A |  |
| Day 2: Click or tap to enter a date. | | | | |
| Morning  [Insert specific hour] | **User Training: Advanced Features** | * Sales reps Management * XANT | * Advanced call features * Advanced email features * Scenarios * Resources * Feedback / Q&A * **Announce results of competition** * **Introduce 2nd Competition** |  |
| Afternoon Day 2 or Day 3  [1 hour] | **Manager Training** | * Management * Sales Ops / Admin team * XANT | * Call Monitoring * Playbooks reports in SFDC * Current team performance * Email templates & Play strategy * Gamification program * Support Plan * Action items for Sales Ops/Admin team |  |

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| COMPETITION OPTIONS |
| *Day 1 Recommended Competition(s)* |
| Team Challenge: Min Activities from Plays | All or Nothing  If every rep reaches at least 40 activities from Play steps, everyone on the team receives [insert awesome prize]. Everyone must make it. If one person doesn’t reach the goal, no one gets the [insert awesome prize]. |
| *Day 2 Recommended Competition(s)* |
| Top 3 Playbooks Activity Generators  The number of activities completed from Play steps will be counted for each rep. The 1st, 2nd, and 3rd place reps will be recognized. |
| Most Plays Reaching Success  The number of Plays marked successful will be counted for each rep. The rep who achieves the highest number of successful Plays will be recognized. |