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**
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| Afternoon[Insert specific hour] | **Office Hours (Optional)** | * Sales Reps
* XANT
 | * XANT available on conference line
* Sales reps join as needed for Q&A
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| 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**
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| 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 NothingIf 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 GeneratorsThe 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 SuccessThe number of Plays marked successful will be counted for each rep. The rep who achieves the highest number of successful Plays will be recognized.  |