



EVERGREEN

EVERGREEN SALES TRAINING GUIDE

	Monday	Tuesday	Wednesday	Thursday	Friday
Week 1 (Self-Paced Pre-Work & Team Huddles)	Company & Culture	Products	Competitive	Customer Stories	Certification Prep
	Mentorship (One-on-ones with team & daily check-ins)				
Week 2 (Boot Camp Workshop)	Travel Day	Executive Welcome Workshop & Networking	Case Study Team Exercise	Case Study	Prep Work
				Sales Process	Pitch Certification
				Certification Prep	
Week 3 (Field Readiness)	Team Building Evening Events			Discovery Questions	Territory Planning & Readiness Certification
	Compelling Events	Social Prospecting	Prospecting Outreach		
	Mentorship (One-on-ones with team)				
Week 4 (Building Pipeline & Closing Business)	Self-paced	Certification	Workshop	Mentorship	Pipeline & Deal Review
	Sales Process (Daily Check-ins)				