

Sales Onboarding Mixer™

Use this framework to quickly create a training schedule of activities and milestones, leading to a strategic outcome. The goal here is to align training leading up to each milestone. Pull the information from the Profitable Ramp Quadrant™.

Activity 1:	Activity 2:	Activity 3:	Activity 4:	Activity 5:
Activity 6:	Activity 7:	Activity 8:	Activity 9:	Activity 10:
Milestone 1:				Target Date:
Activity 1:	Activity 2:	Activity 3:	Activity 4:	Activity 5:
Activity 6:	Activity 7:	Activity 8:	Activity 9:	Activity 10:
Milestone 2:				Target Date:
Activity 1:	Activity 2:	Activity 3:	Activity 4:	Activity 5:
Activity 6:	Activity 7:	Activity 8:	Activity 9:	Activity 10:
Milestone 3:				Target Date:
Activity 1:	Activity 2:	Activity 3:	Activity 4:	Activity 5:
Activity 6:	Activity 7:	Activity 8:	Activity 9:	Activity 10:
Milestone 4:				Target Date:
Activity 1:	Activity 2:	Activity 3:	Activity 4:	Activity 5:
Activity 6:	Activity 7:	Activity 8:	Activity 9:	Activity 10:
Milestone 5:				Target Date:
Activity 1:	Activity 2:	Activity 3:	Activity 4:	Activity 5:
Activity 6:	Activity 7:	Activity 8:	Activity 9:	Activity 10:
Outcome:				Target Date:

