

# Timeline for Coaches

## Three concurrent sessions

Week Number:

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
One	Two	M-Tu SELL 1&2	M-Tu SELL 3&\$	Three	Four	Five	W-Fr Probe 1&2&3	Six	Seven										
					One	Two	M-Tu SELL 1&2	M-Tu SELL 3&\$	Three	Four	Five	W-Fr Probe 1&2&3	Six	Seven					
										One	Two	M-Tu SELL 1&2	M-Tu SELL 3&\$	Three	Four	Five	W-Fr Probe 1&2&3	Six	Seven
make Recruit appts	1st	2nd	3rd	4th	5th		Recruits Join office			Recruits start coach-3							Certify PROBE	a Trainer	



© Quantum Management Systems and Douglas M. Yeaman  
 All rights reserved. May not be reproduced without permission  
 1992, 1995, 2000, 2003, 2004, 2005, 2007