

MODULE 1: VISION

MEETING	SETUP AND LAUNCH	TIMELINE	8 MONTH PACKAGE
1 hour virtual	Price Level Worksheet & Comp. Plan Market Analysis	Start	Month 1
1 hour virtual	Confirm PLW, 3 year Sales Plan	2 weeks after first virtual	Month 2
1 day onsite	Launch with Team: Earning Potential, Intelligent Verbiage price increase	2 weeks after virtual	Month 2

MODULE 2: GROWTH

MEETING	COACHING & MENTORING	TIMELINE	8 MONTH PACKAGE
1 day onsite	GROW, PDMs & PDM Training, Salon Promotion Agreement, Service Provider Indicator Worksheet, Split-Shift for the Future	6-8 weeks after onsite	Month 4

MODULE 3: MARKETING & BRANDING

MEETING	INVENTORY & PROMOTIONS	TIMELINE	8 MONTH PACKAGE
2 hours virtual	Annual Promotion Plan, The importance of using your POS, Reiterate Reorder Budget, How to Calculate Your Promotion Orders	1 month after onsite	Month 5

MODULE 4: LEADERSHIP: PART 1

MEETING	LEADERSHIP DEVELOPMENT PART 1	TIMELINE	8 MONTH PACKAGE
1 hour virtual	Salon Education Calendar Format, Review Associate Program Skill Review	1 month after virtual	Month 6
1 hour virtual	Time Study Review, Create Organizational Chart, Create/Update Job Descriptions	2 weeks after virtual	

MODULE 5: LEADERSHIP: PART 2

MEETING	LEADERSHIP DEVELOPMENT PART 2	TIMELINE	8 MONTH PACKAGE
1 day onsite	PDM Observation with Owner, Additional Training Recommendations, Finalize Org Chart and Job Descriptions	1 month after virtual	Month 7

MODULE 6: CULTURE

MEETING	CULTURE ASSESSMENT	TIMELINE	8 MONTH PACKAGE
2 hours virtual	Celebrate Summit Certification , Summit Survey Review, Culture Assessment Results Review, SWOT Review, Next Steps	1 month after onsite	Month 8