

## **8. Tour and Introduction**

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**Time:** 1 Hour

**Who:** Senior Sales Executive or COO

**Where:** Dallas or Ft. Worth Office

### **Overview**

This is an initial welcome meeting with a Senior Sales Executive or COO and will include a tour of the office and introduction to key individuals, members of the team and other consultants.

### **Objectives**

As a result of this overview the Producer will be familiar with office layout and be introduced to key individuals. Team Leaders will make departmental introductions during their sessions.

### **Steps**

### **Materials**

### **Follow Up**