

Site Visits During Phase 1:

The first 2 months

During the first 2 weeks

Area Manager needs to be there a minimum two times per week.

Director should visit once per week.

From 3 – 8 weeks

Area Manager needs to be there a minimum of once per week: walk-through, take notes, update in Salesforce.

Director should visit once every 2 weeks.

Site Visits During Lifetime:

After 2 months till lifetime

Every site should be visited by the Area Manager a minimum of every 2.5 weeks.

Every site should be visited by the Director a minimum of every 3 months.

Conduct Surveys.