

# AVIATION SALES COURSE

## MODULE 2 RELATIONSHIPS

Example timeline for our coursework. Tasks are submitted on or before midnight PST each Tuesday and Friday.

Expect to spend 2-3 hours per week reading & watching videos, completing some writing assignments or creating videos, and participating in discussions in our private Facebook Group.

Mon	Tues	Wed	Thurs	Fri
Lesson 1 - Welcome	Review Course	FB Discussion #WhatImWorkingon Wednesday, <b>Book Club</b>		Submit questions & course feedback
Lesson 2 - The Aviation Culture	Complete Lesson 2 Tasks	FB Discussion #WhatImWorkingon Wednesday	Reviews on Lesson 2 Tasks Provided	Submit final work & course feedback
Lesson 3 - The Aviation Customer	Complete Lesson 3 Tasks	FB Discussion #WhatImWorkingon Wednesday, <b>Book Club</b>	Reviews on Lesson 3 Tasks Provided	Submit final work & course feedback
Lesson 4 - Building Rapport	Complete Lesson 4 Tasks	FB Discussion #WhatImWorkingon Wednesday	Reviews on Lesson 4 Tasks Provided	Submit final work & course feedback
Lesson 5 - What NOT to Say	Complete Lesson 5 Tasks	FB Discussion #WhatImWorkingon Wednesday, <b>Book Club</b>	Reviews on Lesson 5 Tasks Provided	Submit final work & course feedback
Lesson 6 - The Best Conventionalists	Complete Lesson 6 Tasks	FB Discussion #WhatImWorkingon Wednesday	Reviews on Lesson 6 Tasks Provided	Submit final work & course feedback
Lesson 7 - Talking about Costs & Budgets	Complete Lesson 7 Tasks	FB Discussion #WhatImWorkingon Wednesday, <b>Book Club</b>	Reviews on Lesson 7 Tasks Provided	Submit final work & course feedback
Lesson 8 - Managing Attitudes	Complete Lesson 8 Tasks	FB Discussion #WhatImWorkingon Wednesday	Reviews on Lesson 8 Tasks Provided	Submit final work & course feedback
Final - Mock Outbound Sales Call	Schedule Sales Call (Tuesday or Wednesday)	FB Discussion #WhatImWorkingon Wednesday, <b>Book Club</b>	Annotated Recording & Transcript	Discuss results, submit course feedback

**LIVE BOOK CLUB DISCUSSIONS ARE OPTIONAL  
BUT HIGHLY RECOMMENDED.**