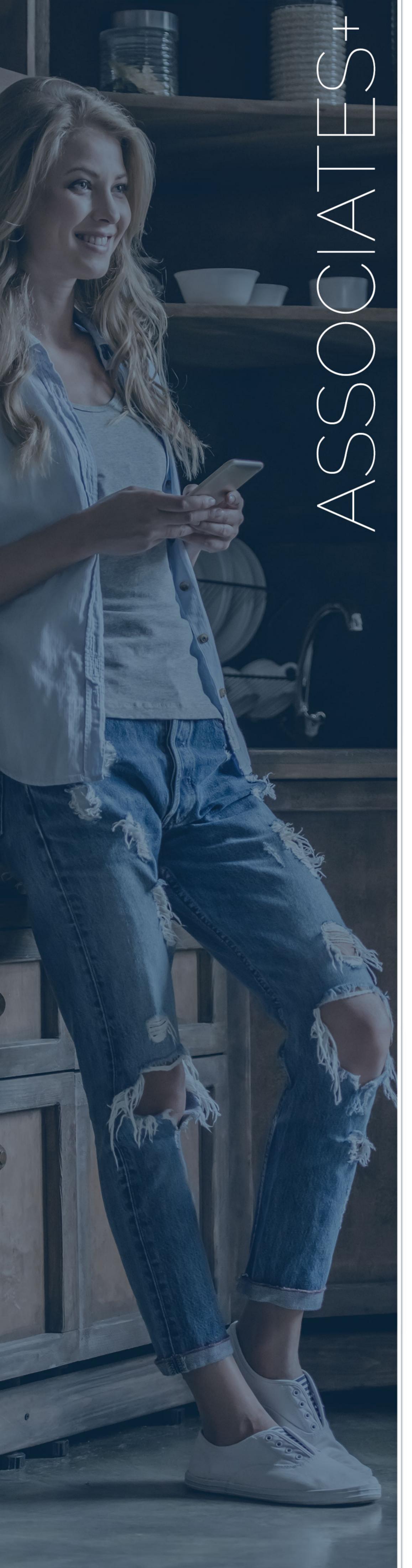


Welcome to Saladmaster University When Saladmaster University launched to a global audience in 2019, it ushered new and exciting energy with a newfound focus on Dealers and their teams' training and education needs. As Saladmaster continues to grow year over year, so did the need for a scalable training platform that would allow a blend of corporate-sponsored training with informal communications from all over the world. For the first time, Saladmaster Dealerships would have the ability to upload and manage their unique training elements within one central hub alongside foundational training produced by the Saladmaster University team. In addition to the always-expanding training catalog available to you on SMU, team members from all walks of life can finally earn exclusive badges and rewards for completing training, attending events, and contributing to the training ecosystem. Once you complete enough courses, such as some of our Compliance training, or even review DSA specific training materials, you will able to redeem your digital coins for experiences and items within the SMU Rewards Store. We hope that you will enjoy this new training centric platform, and we hope that it will provided the growing community with access to new and improved sales and marketing tools. Our goal is to empower you to achieve your goals through continuing education and exploration of new and entertaining content exclusively on SMU. Take advantage of our exclusive Digital Demos, which enhance the in-person or virtual sales demonstrations with new interactions and customized experiences, or catch up with past Life Changing Events, digital conferences, and past team meetings. Explore access learning on the go with the SMU Mobile Training App, Go.Learn, which provides you and your team the option to store training content for off-line use on your mobile devices while traveling to and from a customer's home. Happy Learning, Devon Burch & **The SMU Team**



Access Level

Value Stream Mapping

Product Knowledge

Associates+ (Associates to Presidents) $Associates \bullet Consultants \bullet Distributors \bullet CSC\ Admin/Dealership\ Trainers \bullet Dealers \bullet Sales\ Leaders$ Course Name Course Length Course Quiz Learning Plan The Power of a Cooking Show No **New Associates Training** 4 Minutes *Under Development with Cameron Voight Day 2 How To Plan for a 30/30 **5** Minutes **New Associates Training** No *Under Development with Kierra Rosebury Day 3 6 Minutes No Time Management **New Associates Training** *Under Development with Wayne Fritz Day 3 Using The Lifestyle Questionnaire Part II **5** Minutes No **New Associates Training** *Under Development with Fannie Smee Day 1 Using The Lifestyle Questionnaire Part I No **3** Minutes **New Associates Training** with Shawn Parkinson *Under Development Day 1 The Pot Test No **5** Minutes The Saladmaster Flip Chart *Under Development with Wayne Fritz Importance of Customer Service No **Customer Service** 6 Minutes *Under Development with Fannie Smee **Building Your Business with Lead New Associates Training** No **5** Minutes Generation *Under Development Day 3 with Fanie Smee Selling In The Kitchen No **New Associates Training 5** Minutes *Under Development with Cameron Voight Day 2 Introduction to CRM **Your Saladmaster Sucess** No **5** Minutes with AJ Lombard *Under Development **Selling The Sets New Associates Training 5** Minutes Yes with Andrew Fritz Day 3 **Setting The Stage** No **New Associates Training 3** Minutes with Andrew Fritz *Under Development Day 3 No **New Associates Training** The Carrot Test 6 Minutes *Under Development with Shawn Parkinson Day 2 Qualifying for Travel Club No **5** Minutes **New Associates Training** *Under Development with Andrew Fritz Day 3 **Turning Features Into Benefits** No **New Associates Training** 8 Minutes *Under Development with Wayne Fritz Day 2 **Booking Dinners From Dinners New Associates Training** No **5** Minutes with Fannie Smee *Under Development Day 2 25 Minutes How to build your Saladmaster Story No **New Associates Training 5** Minutes *Under Development with Kierra Rosebury Day 1 Warm Market Qualifying No **New Associates Training** 6 Minutes *Under Development Kierra Rosebury Day 1 **New Associates Training** Warm Market Booking No 6 Minutes *Under Development Day 1 Kierra Rosebury Administration & Paperwork **New Associates Training** 4 Minutes No Ruby Weseman Day 3 *Under Development Salad Cutting **New Associates Training** No 6 Minutes with Shawn Parkinson *Under Development Day 2 No **6 Enemies Of Nutrition** 8 Minutes The Flip Chart *Under Development with Monette Caadan No **Sales Training Trial Closing** 8 Minutes *Under Development with Paul Middlebrough Phsychology of the Sale 10 Minutes Sales Training Level 1 No with Paul Middlebrough *Under Development **Understanding Your Product: Features &** 8 Minutes No Sales Training Benefit with Shawn Parkinson *Under Development Goal Setting for your future 15 Minutes No **Your Saladmaster Success** with Ayo Olaseinde *Under Development **Customer Service & Warranty** No 5 Minutes **Customer Service** *Under Development with Wayne Fritz No Team Building using the stock program **5** Minutes **New Associate Training Day 2** *Under Development with Ayo Olaseinde No Sticking to the script **5** Minutes The Demonstration *Under Development with Wayne Fritz No **Developing the Product** Soft Skill Development **3** Minutes *Under Development No **Employee Onboarding** Soft Skill Development 90 Minutes *Under Development No **Understanding Buyer Types** Soft Skill Development **7** Minutes *Under Development

No

No

*Under Development

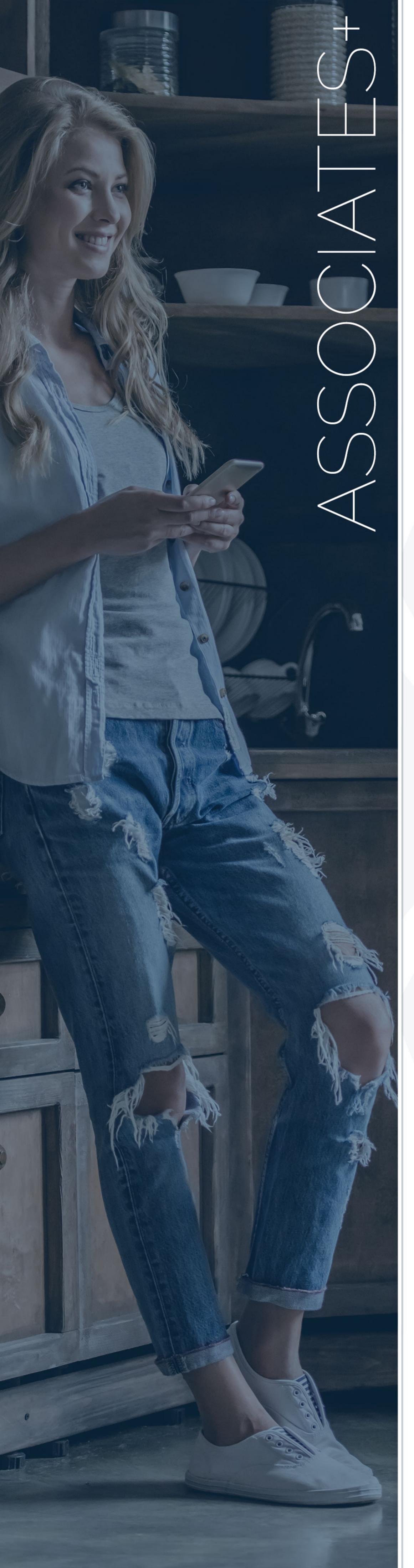
*Under Development

60 Minutes

25 Minutes

Soft Skill Development

Soft Skill Development



Access Level

Associates+ (Associates to Presidents) $Associates \bullet Consultants \bullet Distributors \bullet CSC\ Admin/Dealership\ Trainers \bullet Dealers \bullet Sales\ Leaders$ Course Name Course Length Course Quiz Learning Plan **Value Led Sales Conversations** No Soft Skill Development **60** Minutes *Under Development Passion for Service Excellence 12 Minutes Soft Skill Development No *Under Development Soft Skill Development **Entrepreneurial Skills** 90 Minutes No *Under Development **60** Minutes No **Delivering Innovation for Managers** Soft Skill Development *Under Development Understanding how your buyers think No 7 Minutes Soft Skill Development *Under Development Customer Service: The art of body No 2 Minutes Soft Skill Development language *Under Development No Soft Skill Development Managing Stress at Work 15 Minutes *Under Development No **Retail Sales Academy** Soft Skill Development **30** Minutes *Under Development No Soft Skill Development 1 Minutes **Creating Clear Communications** *Under Development **Introduction to Continuous** No Soft Skill Development 120 Minutes *Under Development Improvement No Social Media Marketing & Digital **60** Minutes Soft Skill Development *Under Development **Marketing Course** No Trust Building through effective 25 Minutes Soft Skill Development *Under Development communication **New Associates Training 7** Minutes Warm Marketing Qualifying No *Under Development Day 3 SMU Classics Warm Market Booking No **New Associates Training** 4 Minutes SMU Classics *Under Development Day 1 First 2 weeks of Cooking **New Associates Training** No 6 Minutes **SMU Classics** *Under Development Day 1 The Purpose of the Flipchart **New Associates Training** No 2 Minutes **SMU Classics** Day 1 *Under Development No **New Associates Training** Introduction to the Stock Program 4 Minutes *Under Development Day 1 **SMU Classics** How to utilize the Lifestyle **New Associates Training** No **5** Minutes Questionnaire *Under Development Day 1 SMU Classics **New Associates Training** No 1-on-1 Dinner Booking **5** Minutes Day 2 *Under Development SMU Classics **New Associates Training Booking Dinners from Dinners** No 14 Minutes *Under Development Day 2 SMU Classics **New Associates Training** No The Carrot Test **5** Minutes *Under Development Day 2 **SMU Classics** Features and Benefits Page on **New Associates Training** No the Flipchart 6 Minutes Day 2 *Under Development SMU Classics **Turning Features Into Benefits** No 7 Minutes **New Associates Training** *Under Development SMU Classics Day 2 **New Associates Training Building Your Story** No 6 Minutes *Under Development SMU Clasics Day 3 **New Associates Training** The First Call Special No **6** Minutes Day 3 SMU Classic *Under Development **New Associates Training** The Power of a Dinner No 6 Minutes Day 3 SMU Classic *Under Development No Showing the sets **New Associates Training** 4 Minutes *Under Development SMU Classic Day 3 SSBP & Club 55 **New Associates Training** No 4 Minutes SMU Classic Day 3 *Under Development We Change Life No **New Associates Training** 4 Minutes SMU Classic *Under Development Day 3 Cooking School (Building Rapport Communications No 6 Minutes with the Customer) *Under Development SMU Classic No **Hosting Gift** Communications 10 Minutes *Under Development SMU Classic **Newly Promoted Distributor** No *Under Development Communications 10 Minutes SMU Classic

No

No

*Under Development

*Under Development

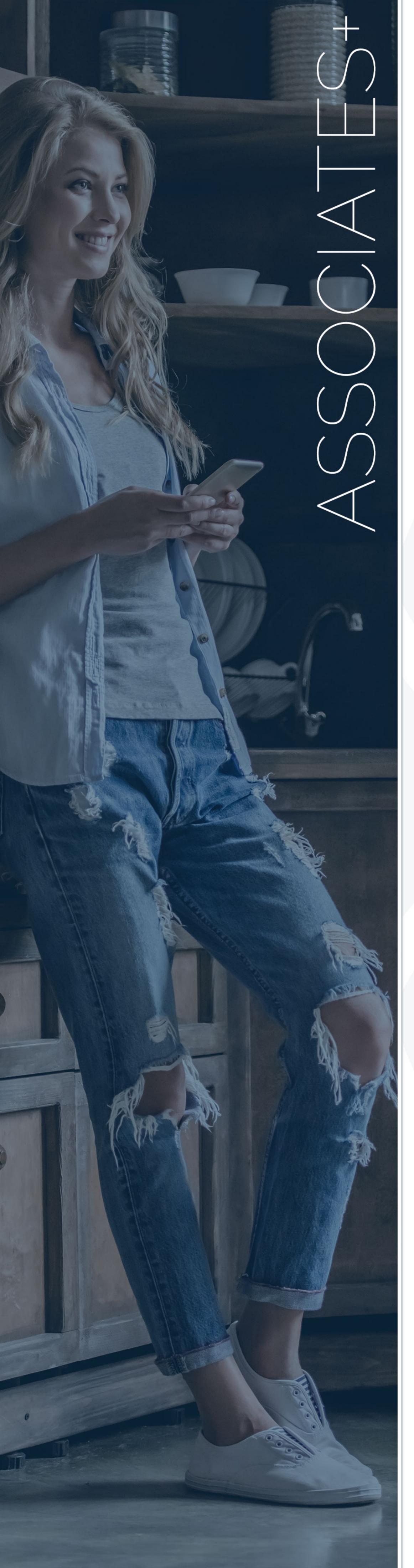
Communications

10 Minutes

6 Minutes

Success as a Cooking Show Coordinator

SMU Classic



Access Level

Associates+ (Associates to Presidents)

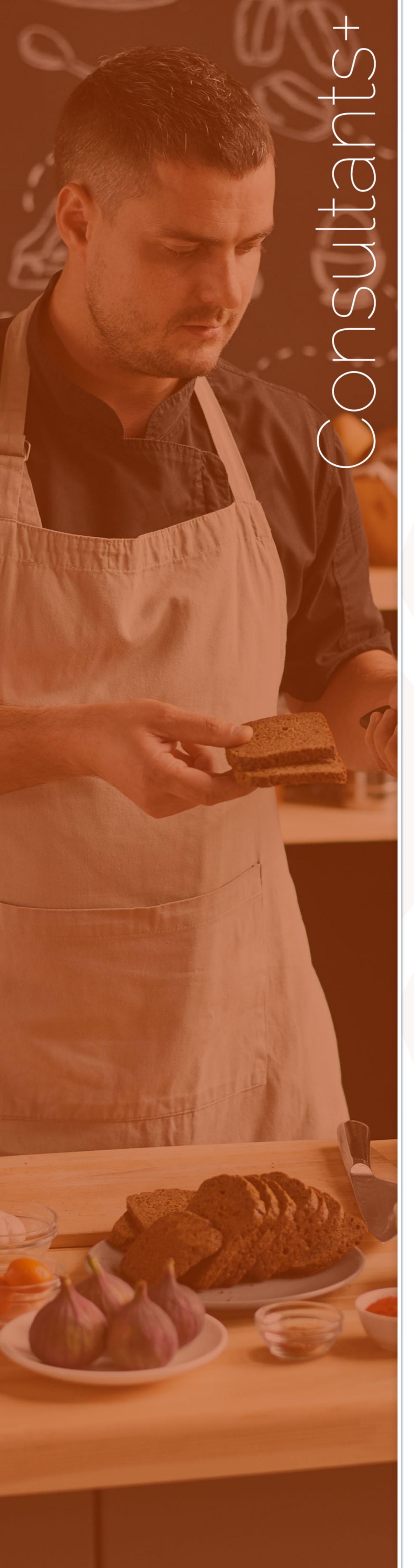
 $Associates \bullet Consultants \bullet Distributors \bullet CSC \ Admin/Dealership \ Trainers \bullet Dealers \bullet Sales \ Leaders$ Course Name Course Length Course Quiz Learning Plan **No** *Under Development Being A Cooking Show Coordinator Communications 8 Minutes SMU Classics Front Talk (Building Up Rapport No Communications 9 Minutes with the Customer) *Under Development SMU Classics **No** *Under Development **Motivating Consultants 6** Minutes **Motivation & Meetings** SMU Classics Communicating Effectively No 13 Minutes **Motivation & Meetings** *Under Development SMU Classics No **Push Months** 25 Minutes **Motivation & Meetings** *Under Development SMU Classics Dealing with People Problems and Bad No *Under Development **5** Minutes People Skills Performance SMU Classics No **Core Values** Saladmaster History 2 Minutes *Under Development SMU Classics Les Brown No *Under Development 8 Minutes Saladmaster History SMU Classics **No** *Under Development Saladmaster History Saladmaster History **9** Minutes SMU Classics The Company History No 9 Minutes Saladmaster History SMU Classics *Under Development **No** *Under Development Selling the Sets 4 Minutes **New Associate Training: Day 3** SMU Classics Social Media Do's and Don'ts 10 Minutes Yes **Trust & Integrity Program** Integrity Program



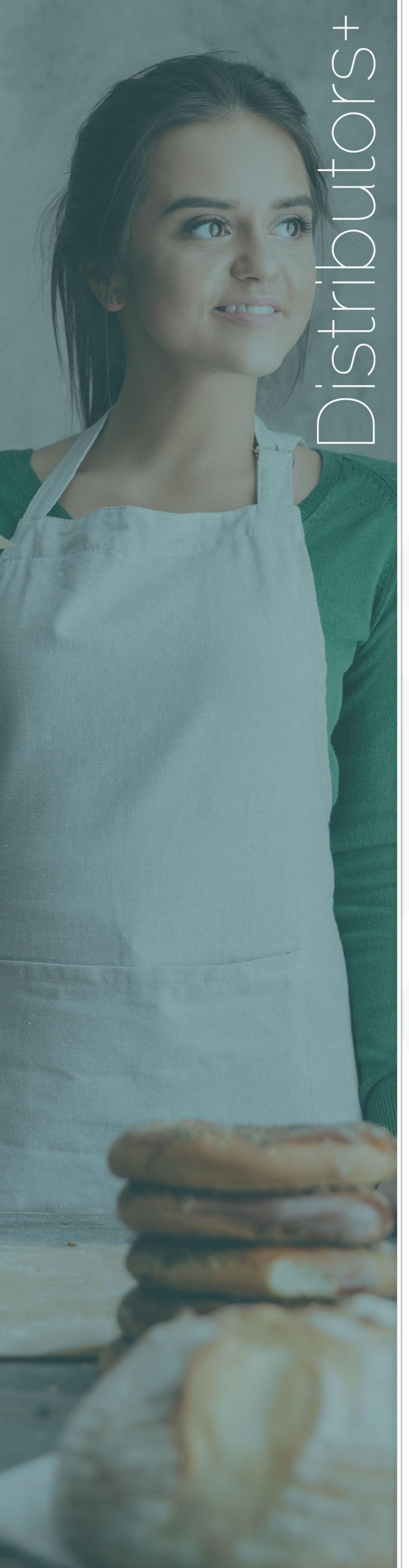
Consultant Level

Consultants+ (Consultants to Presidents)

 $Consultants \bullet Distributors \bullet CSC\ Admin/Dealership\ Trainers \bullet Dealers \bullet Sales\ Leaders$ Course Name Course Length Course Quiz Learning Plan **Overcoming Financial Objections** 10 Minutes No Sales Training with Paul Middlebrough *Under Development Level 1 **Introduction to Overcoming Objections Sales Training** No 7 Minutes with Mark Jones Level 1 *Under Development Sales Training **3rd Party Stories** No 7 Minutes *Under Development **SMU Classics Cost Justification** No **Sales Training** 10 Minutes SMU Classics *Under Development Creating Urgency On The Presentation No SMU Clasics 7 Minutes **Sales Training** *Under Development First Call Special No 6 Minutes Sales Training *Under Development SMU Classics **Handling Objections Up Front** No **Sales Training** 10 Minutes **SMU Classics** *Under Development Power Of A Dinner No **Sales Training** 3 Minutes SMU Classics *Under Development Sales After The Sale No 9 Minutes Sales Training *Under Development SMU Classics **Situation & Circumstances** No 5 Minutes **Sales Training** SMU Classics *Under Development The Sales Cycle No Sales Training 9 Minutes SMU Classics *Under Development Trial Closing No 8 Minutes **Sales Training** SMU Classics *Under Development No **Turning Product Features into Benefits Sales Training** 7 Minutes *Under Development SMU Classics The Cookware Set The Demonstration 2 Minutes No SMU Classics *Under Development No Easy & Convenient 3 Minutes The Flip Chart *Under Development **SMU Classics Energy & Money Savings** 3 Minutes No The Flip Chart **SMU Classics** *Under Development First Impressions No 4 Minutes The Demonstration *Under Development SMU Classics **Features & Benefits** 6 Minutes No The Flip Chart **SMU Classics** *Under Development **Hosting Program** The Flip Chart No 2 Minutes **SMU Classics** *Under Development How Did We Get Our Name No The Flip Chart 5 Minutes SMU Classics *Under Development The Flipchart Menu No The Demonstration 6 Minutes SMU Classics *Under Development Importance of the Flip Chart No 2 Minutes The Flip Chart **SMU Classics** *Under Development No Kitchen Investment The Flip Chart 5 Minutes *Under Development SMU Classics The Food Processor No The Demonstration 22 Minutes SMU Classics *Under Development No My Story 6 Minutes The Flip Chart *Under Development SMU Classics PCRM No The Flip Chart 3 Minutes SMU Classics *Under Development Saladmaster Maximizes Nutrition No The Flip Chart 3 Minutes *Under Development SMU Classics **Developing Dinner Chains** No 6 Minutes **Lead Generation** SMU Classics *Under Development Saladmaster Protects Health No The Flip Chart 4 Minutes SMU Classics *Under Development Setting up the Cookware Test The Flip Chart No 2 Minutes SMU Classics *Under Development **Tell Us About You** No The Flip Chart 4 Minutes SMU Classics *Under Development The Sets No The Flip Chart 4 Minutes SMU Classics *Under Development The Welcome Page 9 Minutes No The Flip Chart **SMU Classics** *Under Development

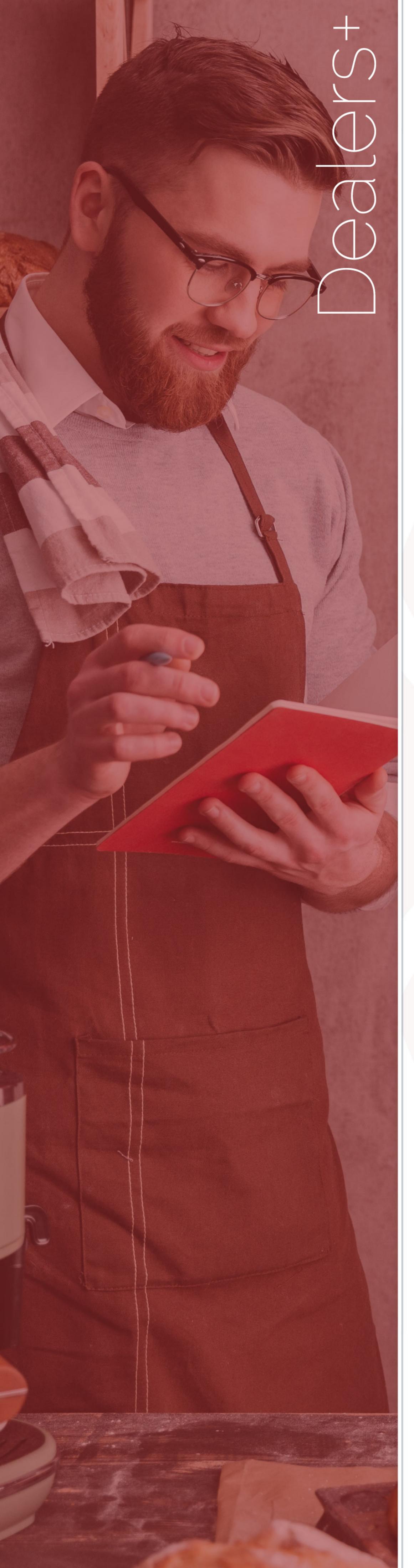


Consultant Level Consultants+ (Consultants to Presidents) $Consultants \bullet Distributors \bullet CSC\ Admin/Dealership\ Trainers \bullet Dealers \bullet Sales\ Leaders$ Course Name Course Length Course Quiz Learning Plan Phsychology of the Sale with Paul Middlebrough Sales Training Level 1 **No** *Under Development 10 Minutes



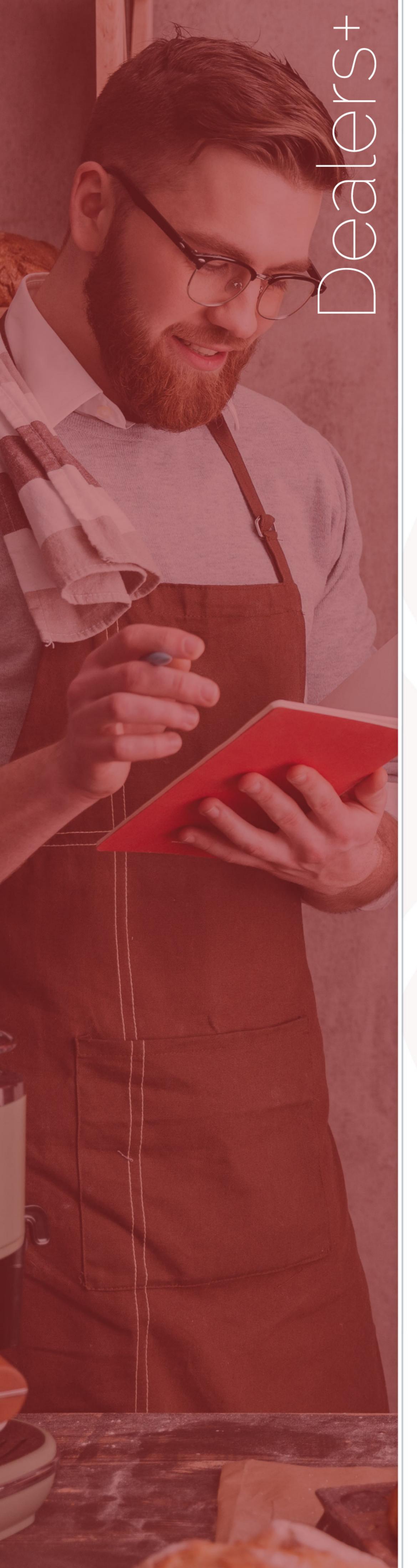
Distributor Level

Distributors+ (Distributors to Presidents)			
			Distributors • CSC Admin/Dealership Trainers • Dealers • Sales Leaders
Course Name	Course Length	Course Quiz	Learning Plan
Developing People with Paul Middlebrough	10 Minutes	No *Under Development	Building & Leading Your Team
Front Talk with Mark Jones	8 Minutes	No *Under Development	Leadership Development: People Skills
Handling People Problems/Bad Performance with Ruby Weseman	5 Minutes	No *Under Development	Leadership Development: People Skills



Dealer Level

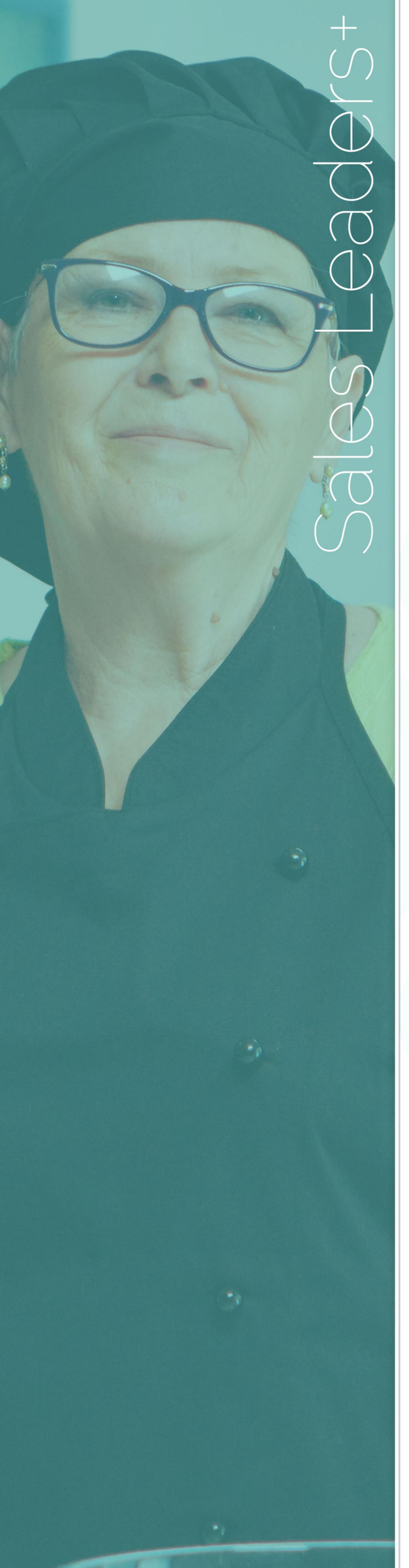
Distributors+ (Distributors to Presidents)			Dealers • Sales Leaders
Course Name	Course Length	Course Quiz	Learning Plan
Running a Personal Team As A Dealer Andrew Clarke	5 Minutes	No *Under Development	Your Saladmaster Dealership
CSC Partnership Shawn Parkinson	3 Minutes	No *Under Development	Your Saladmaster Dealership
Intro To Social Media Ruby Weseman	5 Minutes	No *Under Development	Your Saladmaster Dealership
Why Accounting Is Important AJ Lombard	5 Minutes	No *Under Development	Understanding Finances Level 1
Understanding Accounting KPIs AJ Lombard	4 Minutes	No *Under Development	Your Saladmaster Dealership
Working with Finance Companies AJ Lombard	4 Minutes	No *Under Development	Your Saladmaster Dealership
Calculating Breakeven SAJ Lombard	5 Minutes	No *Under Development	Understanding Finances Level 1
Breakeven AJ Lombard	4 Minutes	No *Under Development	Your Saladmaster Dealership
Understanding Account Reports AJ Lombard	4 Minutes	No *Under Development	Your Saladmaster Dealership
Business Ethics (Dos and donts) Mark Jones	8 Minutes	No *Under Development	Your Saladmaster Dealership
Understanding your Gift Program SMU Classics	9 Minutes	No *Under Development	Booking Methods
New Associates SMU Classics	6 Minutes	No *Under Development	Booking Methods
Saladmaster Hosting Program SMU Classics	7 Minutes	No *Under Development	Booking Methods
Ways to Book Shows SMU Classics	9 Minutes	No *Under Development	Booking Methods
Ways to Generate Cooking Shows SMU Classics	9 Minutes	No *Under Development	Booking Methods
Becoming A Distributor SMU Classics	4 Minutes	No *Under Development	Building & Leading Your Team
Being A Distributor SMU Classics	1 Minutes	No *Under Development	Building & Leading Your Team
Effective Contest SMU Classics	6 Minutes	No *Under Development	Building & Leading Your Team
People Development SMU Classics	8 Minutes	No *Under Development	Building & Leading Your Team
DAS Call SMU Classics	7 Minutes	No *Under Development	Scripts
The Scripts SMU Classics	7 Minutes	No *Under Development	Scripts
Second Elevator Speech SMU Classics	5 Minutes	No *Under Development	Sponsoring
Open house SMU Classics	7 Minutes	No *Under Development	Sponsoring
Recruiting SMU Classics	4 Minutes	No *Under Development	Sponsoring
The Saladmaster Sponsoring Bonus Program SMU Classics	5 Minutes	No *Under Development	Sponsoring
The Stock Program SMU Classics	6 Minutes	No *Under Development	Sponsoring
Building A Time Table SMU Classics	3 Minutes	No *Under Development	Time Management
Dealership Weekly Schedule SMU Classics	5 Minutes	No *Under Development	Timre Management
Body Language SMU Classics	6 Minutes	No *Under Development	Training
Day 1 SMU Classics	11 Minutes	No *Under Development	Training
Day 2 SMU Classics	5 Minutes	No *Under Development	Training
Day 3 SMU Classics	4 Minutes	No *Under Development	Training
In Office Trainer Program SMU Classics	7 Minutes	No *Under Development	Training
New Recruit Interview SMU Classics	6 Minutes	No *Under Development	Training



Dealer Level

Distributors+ (Distributors to Presidents)

Course Name	Course Length	Course Quiz	Dealers • Sales Leader Learning Plan
			Learning Flan
People Skills SMU Classics	4 Minutes	No *Under Development	Training
Self Development SMU Classics	3 Minutes	No *Under Development	Training
Setting The Stage For Effective Training SMU Classics	5 Minutes	No *Under Development	Training
Train the Trainer SMU Classics	5 Minutes	No *Under Development	Training
Developing More Cooking Shows SMU Classics	10 Minutes	No *Under Development	Roles & Responsibility
Characteristics of a Cooking Show Coordinator SMU Classics	5 Minutes	No *Under Development	Roles & Responsibility
Open Houses SMU Classics	7 Minutes	No *Under Development	Roles & Responsibility
Building Your Business On Social Media SMU Classics	6 Minutes	No *Under Development	Your Dealership
Business Ethics The Do's and Don'ts SMU Classics	8 Minutes	No *Under Development	Your Dealership
Dealer Personal Activity SMU Classics	4 Minutes	No *Under Development	Your Dealership
Statistics & Reports MU Classics	8 Minutes	No *Under Development	Roles & Responsibility
How to Develop Your Mission Statement SMU Classics	5 Minutes	No *Under Development	Your Dealership
Motivating Consultants SMU Classics	6 Minutes	No *Under Development	Your Dealership
Planning For Success MU Classics	16 Minutes	No *Under Development	Your Dealership
Profit Centers SMU Classics	9 Minutes	No *Under Development	Your Dealership
S.O.S. Program SMU Classics	4 Minutes	No *Under Development	Your Dealership
A Career in Sales SMU Classics	13 Minutes	No *Under Development	Your Saladmaster Dealership
Being Your Own Boss SMU Classics	9 Minutes	No *Under Development	Your Saladmaster Dealership
Full Time Schedule SMU Classics	10 Minutes	No *Under Development	Your Saladmaster Dealership
Goal Setting for New Consultants SMU Classics	6 Minutes	No *Under Development	Your Saladmaster Dealership
Goal Setting for Success SMU Classics	15 Minutes	No *Under Development	Your Saladmaster Dealership
Part Time Consultant Schedule SMU Classics	7 Minutes	No *Under Development	Your Saladmaster Dealership
Qualifying Prospects SMU Classics	7 Minutes	No *Under Development	Your Saladmaster Dealership
Spirit of Success SMU Classics	5 Minutes	No *Under Development	Your Saladmaster Dealership
What's Your Why Goal MU Classics	10 Minutes	No *Under Development	Your Saladmaster Dealership



Sales Leaders+ (Area Managers to Presi			
Course Name	Course Length	Course Quiz	Learning Plan
People Development SMU Classics	8 Minutes	No *Under Development	Building & Leading Your Team SMU Classics
SIVIO Classics			SIVIO CIASSICS