REALITY CHECK 12

WELCOME ABOARD!

Name: Click and type

Date: Click and type

Once you’ve completed this best practice, submit your completed Reality Check as follows:

* + - Complete this document with your answers.
    - Save a copy of your completed *Reality Check*.
    - Email it as an attachment to your designated support representatives.

1. What is the purpose of the Welcome Aboard process? Click and type
2. What can your new high value clients expect to receive as part of the Welcome Aboard process? Click and type
3. What can all other new clients expect to receive as part of the Welcome Aboard process? Click and type
4. What can you use to help you stay on top of and manage the Welcome Aboard? Click and type