

# Sponsorship Training

## OBJECTIVE:

- Ensure newcomers' arrive feeling like members of the new team.
- Ensure newcomers' and their Families have a positive first impression.

## STRATEGY:

- Provide proactive assistance to newcomers' and their Families.
- Pave the way for a smooth transition from losing to gaining installations.

## TACTICS:

- Assess the needs of the newcomer and Family.
- Tailor the service and be responsive to the customer.
- Do the job right the first time.

2010

January 14	July 15
February 11	August 12
March 11	September 16
April 15	October 14
May 13	November 18
June 10	December 9

9:00 am - 10:30 am

**All American Conference Room, Gavin Hall**  
**To register, call 910-432-4676**  
**Training is also available to requesting units.**



**Sponsorship Training is a Commander's program. Proponent Regulation is AR 600-8-8.**