* **Week 1**
  + Introduce A1
    - What a PFS is.
    - What a Broker is.
    - What a Progression is. (A1 STATUS)
    - Understand what Legs are and why they are used.
    - Understand what you are looking at when you open up a PFS in A1.
    - How to calculate Cube Weight
  + Introduce Frontier’s Carriers
    - Shipping/Handling Limits
    - Shipping/Handling Lanes & Service Points
    - When used.
  + Introduce Parcel Rates
    - How to use them
    - How to calculate your price
  + Introduce LTL Rates
    - How to use them
    - How to calculate your price
  + Introduce Accessorial Charges
    - List of common Accessorial Charges
    - When they are used/applied.
    - How much they cost
  + Practice calculating the price of test shipments with 1 carrier/direct moves
  + Introduce the rates/charges tab in a PFS
    - What the “Rate” button does.
    - How to manually add a charge
  + Introduce Frontier’s shipping cost Templates
    - When do they apply
    - When can you use them
  + Learn how to calculate a PFS’s rate with multiple Leg’s/carriers
  + Practice calculating the price of test shipments with multiple Leg’s/carriers
* **Week 2**
  + Start manually adding rates to PFS’s as requested by Frontier employees with assistance
* **Week 3**
  + Continue manually adding rates to PFS’s as requested by Frontier Employees with assistance
  + Introduce Spot Quoting Frontier Customers
    - What emails to look for.
    - When to quote with what carrier
    - Difference between quoting direct & quoting with multiple Leg’s (Through a Frontier Warehouse)
  + Be shown how Spot Quotes & the manual rating you just learned are similar when it comes to calculating rates/quotes
  + Introduce Company Specific Rates
    - Which companies get what mark up or discount
  + Learn what to say and how to send a Spot Quote to a customer
    - Send Accessorial Charges that may apply
    - Ask who’s paying for the shipping
    - Template email response to a Spot Quote
  + Practice Spot Quotes (calculating the quote) on test quotes with assistance
  + Start Spot Quoting customers from [raterequests@frontierscs.com](mailto:raterequests@frontierscs.com) with assistance
* **Week 4**
  + Start manually adding rates to PFS’s as requested by Frontier employees by self
  + Continue Spot Quoting customers with assistance
  + Continue manually adding rates to PFS’s in A1 by self
  + Start Spot Quoting customers by self