* **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 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