

# 5 KEYS TO THE DETAILING PROCESS

---

1. **COMMUNICATE WITH YOUR DETAILER  
EARLY AND OFTEN.**

---

2. **UPDATE YOUR PERSONAL  
INFORMATION ON **CMS/ID.****

---

3. **SELECT FIVE JOBS DURING EACH  
MONTH OF THE NEGOTIATION PROCESS.**

---

4. **READ NAVADMIN 226/12.**

---

5. **BE FLEXIBLE WHEN CHOOSING  
DUTY STATIONS.**