

We Offer Public & Private Training Sessions

We Offer Exclusive Programs and
Private Talks.

Speak with us to see how we can help you
and your company!

Ask your coach about our other offerings:

Fast Track Foundations,
Strategic Customer Care, Hiring,
Prospecting

Contact Us: 248-353-4030

Sandler Coaches:

Gerry Weinberg	ext. 222
Alana Nicol	ext. 228
Matt Stephens	ext. 225
Greg Coyne	ext. 233
Steve Marcero	ext. 226

Office Manager:

Dawn Ostrega	ext. 221
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Client Success Manager:

Lynne Work
lynne.work@sandler.com

Sessions and Times

Mastery**

Every Monday
Expert Cert Sessions (E)
9:30 AM-11:00 AM ET
2:00 PM-3:30 PM ET

Essentials**

Every Other Monday
11:30 AM-1:00 PM ET
4:00 PM-5:30 PM ET

Leadership Management

Third Thursday of the month
11:00 AM-1:00 PM ET

GWA Mastery**

2nd Friday of the Month
8:30 AM-10:00 AM

DOJO Skill Practice

Open to all Mastery Attendees!
2nd Thursday of the Month
Virtual Only
9:00 AM-10:00 AM

**** Session is virtual (AM/PM) and
In-Person (AM only)**

For the latest news and most current calendar visit us at
www.go.sandler.com/gerryweinberg



April 2025


Mon

Tue

Wed

Thu

Fri

	1	2	3	4
	<p>SANDLER ANNUAL SALES & LEADERSHIP</p> 			
7	8	9	10	11
<p>Mastery** (E) Essential Investment Conversations</p> <p>Essentials** Better Understanding Through Asking Questions</p>		<p>Hiring Sprint 1 S1 Culture, Cost of Turnover, Systematic Approach to Hiring</p>	<p>DOJO Skills Practice Role Play</p>	<p>GWA Mastery** Skill Building/ Roleplay</p>
14	15	16	17	18
<p>Mastery** Understanding PAC</p>	<p>Fast Track 2 S1 The Buyer-Seller Dynamic & Success Triangle</p>	<p>Hiring Sprint 1 S2 Identifying & Recruiting Your Ideal Candidate</p>	<p>Leadership Pipeline Hygiene</p> <p>Fast Track 2 S2 Communication</p>	<p>Good Friday</p> <p>No Classes</p>
21	22	23	24	25
<p>Mastery** Captivating Attention with Email & Text</p> <p>Essentials** Understanding Investment Parameters</p>	<p>Fast Track 2 S3 Up-Front Contract</p>	<p>Hiring Sprint 1 S3 Interviewing & Securing Your Candidate</p>	<p>Fast Track 2 S4 PAIN</p>	
28	29	30		
<p>Mastery** PAC in Sales Process— Practicing</p>	<p>GWA Sales Bootcamp Day 1 Email dawn.ostrega@sandler.com for more info</p> <p>Fast Track 2 S5 Questioning</p>	<p>GWA Sales Bootcamp Day 2</p> <p>Hiring Sprint 1 S4 Onboarding for Productivity & Retention</p>		

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May 2025

Mon	Tue	Wed	Thu	Fri
			1 FTF 2 S6 Decision & Investment	2
5 Mastery** (E) Equipping Buyers to Champion Your Solution Essentials** Identifying the Decision- Making Process	6 FTF 2 S7 Presentation & Post-Sale	7	8 DOJO Skills Practice Role Play FTF 2 S8 Prospecting Prospecting 2 S1 30-Second Commercial	9
12 Mastery** Generating Referrals	13	14 SCC 2 S1 Understanding DISC	15 Leadership Effective Delegation Prospecting 2 S2 Social Media & Email	16 GWA Mastery** Skill Building/Roleplay
19 Mastery** The Prospecting Mindset Essentials** Communicating the Solution & Closing the Sale	20	21 SCC 2 S2 On the Frontlines/ Effective Communication	22 Prospecting 2 S3 Booked Meetings... the Objective of Prospecting	23
26 Memorial Day No Classes	27	28 SCC 2 S3 Breaking Through Your Comfort Zones	29 Prospecting 2 S4 Referrals, Introductions, & Rejections	30

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June 2025

Mon	Tue	Wed	Thu	Fri
<p>2 <u>Mastery**</u> SVIC—Getting Commitment to Change</p> <p><u>Essentials**</u> Taking Flight w/DISC & Pre-Call Planning</p>	<p>3</p>	<p>4</p> <p><u>Mgt FT 2 S1</u> Four Roles of a Leader</p> <p><u>SCC 2 S4</u> Up-Front Contracts</p>	<p>5</p>	<p>6</p>
<p>9</p> <p><u>Mastery** (E)</u> Understanding Your Buyer’s Communication Style</p>	<p>10</p>	<p>11</p> <p><u>Mgt FT 2 S2</u> Understanding Your People</p> <p><u>SCC 2 S5</u> Questioning Techniques</p>	<p>12</p> <p><u>DOJO Skills Practice</u> Role Play</p>	<p>13</p> <p><u>GWA Mastery**</u> Skill Building/Roleplay</p>
<p>16 <u>Mastery**</u> Practicing the SVIC Process</p> <p><u>Essentials**</u> The Success Triangle</p>	<p>17</p>	<p>18</p> <p><u>Mgt FT 2 S3</u> Managing Your Personal Performance</p> <p><u>SCC 2 S6</u> Uncovering Our Customer’s PAIN</p>	<p>19</p> <p><u>Leadership</u> Coaching</p>	<p>20</p>
<p>23</p> <p><u>Mastery**</u> Developing Successful Habits</p>	<p>24</p>	<p>25</p> <p><u>Mgt FT 2 S4</u> Creating Behavior Plans</p> <p><u>SCC 2 S7</u> Up-Selling & Cross-Selling/Client Development</p>	<p>26</p>	<p>27</p>
<p>30 <u>Mastery**</u> Executive Level Decisions</p> <p><u>Essentials**</u> The Buyer-Seller Dynamic</p>				

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