

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 Essentials, Strategic Customer
Care, Hiring, Prospecting

Contact Us: 248-353-4030

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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



October 2025

Mon

Tue

Wed

Thu

Fri

		1 <u>Management FT 3 S4</u> Creating Behavior Plans & Change Mgt <u>SCC 3 S5</u> Questioning Techniques	2 <u>Prospecting 4 S1</u> Your 30-Second Commercial & Pattern Interrupt	3
6 <u>Mastery**</u> Wheel of Life—Motivational Concepts <u>Essentials**</u> Identifying the Decision-Making Process	7 <u>Fast Track 4 S1</u> The Buyer-Seller Dynamic & Success Triangle	8 <u>Hiring Sprint 2 S1</u> Culture, Cost of Turnover, Systematic Approach to Hiring <u>SCC 3 S6</u> Uncovering Our Customer's PAIN	9 <u>DOJO Skills Practice</u> Role Play <u>Fast Track 4 S2</u> Communication <u>Prospecting 4 S2</u> Social Media & Email	10 <u>GWA Mastery**</u> Skill Building/Roleplay
13 <u>Mastery**(E)</u> Understanding Your Communication Style as a Seller	14 <u>Fast Track 4 S3</u> Up-Front Contract	15 <u>Hiring Sprint 2 S2</u> Identifying & Recruiting Your Ideal Candidate <u>SCC 3 S7</u> Up-Selling & Cross-Selling	16 <u>Leadership</u> Same Page Goal Alignment <u>Fast Track 4 S4</u> PAIN <u>Prospecting 4 S3</u> Booked Meetings	17
20 <u>Mastery**</u> 8 Negotiating Leverage Points for as Successful Outcome <u>Essentials**</u> Communicating the Solution & Closing the Sale	21 <u>Fast Track 4 S5</u> Questioning	22 <u>Hiring Sprint 2 S3</u> Interviewing & Securing Your Candidate <u>SCC 3 S8</u> Transactional Analysis/Telephone & Email Communication	23 <u>Fast Track 4 S6</u> Decision & Investment <u>Prospecting 4 S4</u> Referrals, Introductions, & Rejections	24
27 <u>Mastery**</u> Captivating Attention with Email & Text	28 <u>GWA Sales Bootcamp Day 1</u> <u>Fast Track 4 S7</u> Presentation & Post-Sale	29 <u>GWA Sales Bootcamp Day 2</u> <u>Hiring Sprint 2 S4</u> Onboarding <u>SCC 3 S9</u> Dealing with Difficult People	30 <u>Fast Track 4 S8</u> Prospecting <u>Mastery LinkedIn Prospecting</u> Build a Magnetic Profile	31

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November 2025

Mon	Tue	Wed	Thu	Fri
3 <u>Mastery**</u> Understanding & Practicing the 3-Step Negotiation Process <u>Essentials**</u> Taking Flight with DISC & Pre-Call Planning	4	5 <u>SCC 3 S10</u> Formula for Success	6 <u>Mastery LinkedIn Prospecting</u> Content That Converts	7
10 No Training! Office Closed, we will be at our yearly conference	11	12	13 <u>DOJO Skills Practice</u> Role Play <u>Mastery LinkedIn Prospecting</u> Prospecting & Messaging	14 <u>GWA Mastery**</u> Skill Building/ Roleplay
17 <u>Mastery (E)**</u> Differentiating Through the Pattern Interrupt <u>Essentials**</u> The Success Triangle	18	19	20 <u>Leadership</u> Gathering Customer Feedback <u>Mastery LinkedIn Prospecting</u> The LinkedIn System	21
24	25	26	27	28
Happy Thanksgiving We are thankful for all of you, have a safe and happy Thanksgiving Weekend. No Training				



Vision Board

Join us on Dec 12, 8:30-10:00AM EST

In-Person (Refreshments Provided) & Virtual | Register using the QR Code

Join us as we reflect on our goals for the New Year
 Define your 2026 aims and create a vision board for your future!



GWA Vision Board

SANDLER™

By Gerry Weinberg & Associates in Southfield, MI

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December 2025

Mon

Tue

Wed

Thu

Fri

1 Mastery** Journaling— Being Your Best Essentials** The Buyer-Selling Dynamic	2	3	4	5
8 Mastery (E)** Pain Discovery Workshop	9	10	11 DOJO Skills Practice Role Play	12 GWA Mastery** Vision Board!
15 Mastery** Stump the Trainer Essentials** Essential Communication Skills	16	17	18 Leadership Transforming Your Team From Knowing to Owning Sandler	19
22	23	24	25	26

Have a safe and happy holiday season!
Training starts back up Jan 8, 2026 with DOJO Skill Practice
See you then

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SUMMIT

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Join us
March 17-18, 2026
Fort Lauderdale FL



Sandler Summit 2026

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By Gerry Weinberg & Associates in Southfield, MI

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