

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, Prospecting, DISC

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

**** 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 2026

Mon	Tue	Wed	Thu	Fri
			1 <u>FT Essentials S8</u> Prospecting	2
5 <u>Mastery ** (E)</u> Guiding Your Buyer's Decision Process	6 <u>Digging Deeper w/DISC S5</u> DISC in Difficult Conversations	7 <u>SCC S6</u> Uncovering our Customer's Pain	8	9 <u>GWA Mastery</u> Skill Building & Roleplay
12 <u>Mastery **</u> Negotiation Power Plays <u>Essentials **</u> The Success Triangle	13	14 <u>Management FT S1</u> Four Roles of a Leader <u>SCC S7</u> Up-Sell/Cross-Sell & Client Development	15 <u>Leadership</u> Driving Accountability <u>Prospecting S1</u> 30-Second Commercial & Pattern Interrupt	16
19 <u>Mastery **</u> Pain Indicators by Buyer Persona	20	21 <u>Management FT S2</u> Understanding Your People <u>SCC S8</u> TA & Telephone Email Communications	22 <u>Prospecting S2</u> Social Media & Email	23
26 <u>Mastery **</u> The Negotiation Blueprint <u>Essentials **</u> The Buyer-Seller Dynamic	27 <u>GWA Bootcamp</u> Day 1 Oct 27 <u>GWA Bootcamp</u> Day 2 Oct 28	28 <u>Management FT S3</u> Managing Personal Performance <u>SCC S9</u> Dealing w/Difficult People	29 <u>Mastery LinkedIn</u> <u>Prospecting S1</u> Build a Magnetic Profile <u>Prospecting S3</u> Booked Meetings	30

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November 2026

Mon	Tue	Wed	Thu	Fri
2 <u>Mastery **</u> (E) Empowering Buyers to Champion Your Solution	3	4 <u>Management FT S4</u> Creating Behavior Plans/Change Management <u>SCC S10</u> Formula for Success	5 <u>Mastery LinkedIn S2</u> Content That Converts <u>Prospecting S4</u> Referrals, Introductions, & Rejections	6 <u>GWA Mastery</u> Skill Building & Roleplay
9 No Training We will be at our Sandler Conference	10	11	12 <u>Mastery LinkedIn S3</u> Prospecting & Messaging	13
16 <u>Mastery **</u> Captivating Attention w/Email & Text <u>Essentials **</u> Essential Communications Skills	17	18	19 <u>Leadership</u> Building High Performance Teams <u>Mastery LinkedIn S4</u> The LinkedIn System: Daily Actions for Success	20
23 No Training Have a safe and happy Thanksgiving	24	25	26	27
30 <u>Mastery **</u> Skill Building <u>Essentials **</u> Initiating Buyer Focused Conversations				

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December 2026

Mon

Tue

Wed

Thu

Fri

	1	2	3	4
7 <u>Mastery</u> ** (E) Creating Your Prospecting Plan	8	9	10	11 GWA Mastery Vision Board
14 <u>Mastery</u> ** Journaling for Performance <u>Essentials</u> ** Creating Mutual Agreement	15	16	17 <u>Leadership</u> Leading Change	18
21	22	23	24	25
No Training Enjoy your time with Family and Friends				
28	29	30	31	
No Training Enjoy your time with Family and Friends				

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