

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



April 2026

Mon	Tue	Wed	Thu	Fri
		1 SCC S10 Formula for Success	2	3
6 Mastery (E)** Differentiating Through Pattern Interrupt Essentials** Communicating the Solution & Closing the Sale	7 DISC S2 Style Under Stress— Managing Your Blind Spots Fast Track Essentials S1 Buyer Seller Dynamic/ Success Triangle	8	9 Fast Track Essentials S2 Communication	10 GWA Mastery** Skill Building/Roleplay
13 Mastery** Applying PAC: Turning Insights into Sales Results	14 DISC S3 Behavioral Flexibility Fast Track Essentials S3 Up-Front Contract	15	16 Fast Track Essentials S4 PAIN Leadership Running Effective Sales Meetings	17
20 Mastery** The Prospecting Mindset Essentials** Taking Flight with DISC & Pre-Cal Planning	21 DISC S4 Style-Based Decision Making & Influence Fast Track Essentials S5 Questioning	22	23 Fast Track Essentials S6 Decision & Investment	24
27 Mastery** Referrals That Scale	28 DISC S5 DISC in Difficult Conversations Fast Track Essentials S7 Presentation & Post-Sale GWA Sales Bootcamp Day 1	29 Mgt Fast Track S1 Four Roles of a Leader GWA Sales Bootcamp Day 2	30 Fast Track Essentials S8 Prospecting	

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May 2026

Mon

Tue

Wed

Thu

Fri

Save the Date !!!
GWA Golf & Networking
September 22, 2026

More Details to Come

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Mastery (E)**

Executing a No-Pressure Call

Essentials**

The Success Triangle

5

6

Mgt Fast Track S2

Understanding Your People

7

Mastery LinkedIn S1

Build a Magnetic Profile

Prospecting S1

Your 30-Second Commercial & Pattern Interrupt

8

11

Mastery**

Creating Urgency:
Securing a Real Commitment to Change

12

13

Mgt Fast Track S3

Managing Your Personal Performance

SCC S1

Understanding DISC

14

Mastery LinkedIn S2

Content That Converts

Prospecting S2

Social Media & Email

15

GWA Mastery**

Skill Building/
Roleplay

18

Mastery**

Developing Successful Habits

Essentials**

The Buyer-Seller Dynamic

19

20

Mgt Fast Track S4

Creating Behavior Plans & Change Management

SCC S2

On the Frontlines/
Effective Communication

21

Mastery LinkedIn S3

Prospecting & Messaging

Prospecting S3

Booked Meetings

Leadership

Coaching Sandler

22

25

Memorial Day

No Training

26

27

SCC S3

Breaking Through Your Comfort Zone

28

Mastery LinkedIn S4

The LinkedIn System

Prospecting S4

Referrals, Introductions, & Rejections

29

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June 2026

Mon	Tue	Wed	Thu	Fri
<p>1</p> <p>Mastery (E)** Pain Discovery Workshop</p> <p>Essentials** Essential Communication Skills</p>	<p>2</p>	<p>3</p> <p>SCC S4 Up-Front Contracts</p>	<p>4</p>	<p>5</p>
<p>8</p> <p>Mastery** SVIC in Action: Turning Interest into Intent</p>	<p>9</p>	<p>10</p> <p>SCC S5 Questioning Techniques</p>	<p>11</p>	<p>12</p>
<p>15</p> <p>Mastery** Elevating Your Up-Front Contract</p> <p>Essentials** Initiating Buyer Focused Conversations</p>	<p>16</p>	<p>17</p> <p>SCC S6 Uncovering Our Customers Pain</p>	<p>18</p> <p>Leadership Top Sales and Management Behaviors</p>	<p>19</p>
<p>22</p> <p>Mastery** Selling to Vito: Champion vs. Coach</p>	<p>23</p>	<p>24</p> <p>SCC S7 Up-Selling/Cross-Selling & Client Development Through Sales</p>	<p>25</p>	<p>26</p>
<p>29</p> <p>Mastery** Skill Building</p> <p>Essentials** Creating Mutual Agreement</p>	<p>30</p>			

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