

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

Office Manager:

Dawn Ostrega	ext. 221
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Client Success Manager:

Lynne Work	ext. 226
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Sessions and Times

Mastery **

Every Monday
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**

One Friday per Month
Virtual and In-Person
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



July 2024

Mon

Tue

Wed

Thu

Fri

1

2

3

4

5

Happy 4th of July

Have a safe and enjoyable holiday

No Public Sessions—Office Closed

8

Mastery**

Executing a
No-Pressure Call

Essentials**

Success Triangle

9

FTF 2 S1

The Buyer-Seller
Dance & Success
Triangle

10

SCC 2 S8

Up-Selling &
Cross-Selling/Client
Development
Through Sales

11

FTF 2 S2

Communication

12

GWA Mastery**

Skill Building/
Roleplay

15

Mastery**

Post Selling
all Decisions

16

FTF 2 S3

Up-Front Contract

17

SCC 2 S9

Telephone & Email
Communication

18

FTF 2 S4

Pain

19

Leadership Mgt**

Creating a
Strong Culture

22

Mastery**

Pain Indicators by
Buyer Persona

Essentials**

The Buyer-Seller
Dynamic

23

FTF 2 S5

Questioning

24

SCC 2 S10

Transactional
Analysis (TA)

25

FTF 2 S6

Decision &
Investment

26

29

Mastery**

Principles of Influence

30

FTF 2 S7

Presentation &
Post-Sale

31

SCC 2 S11

Dealing with
Difficult People

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

August 2024

Mon

Tue

Wed

Thu

Fri

			1 FTF 2 S8 Prospecting	2 GWA Mastery** Skill Building/Roleplay
5 Mastery** Negative Reverse Selling Essentials** Communication	6	7 SCC 2 S12 Formula for Success	8	9
12 Mastery** Investment-Business Acumen	13	14	15	16 Leadership Mgt** Territory Account Planning w/KARE
19 Mastery** Guiding Your Buyer's Decision Essentials** Prospecting	20	21	22 Prospecting 2 S1 Your 30-Second Commercial & Pattern Interrupt	23
26 Mastery** Do You Really Have a Coach?	27	28 SCC 3 S1 Understanding Our DISC	29 Prospecting 2 S2 Social Media & Email	30

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

Join Us for Golf & Networking
Details Coming Soon!

September 2024

Mon	Tue	Wed	Thu	Fri
<p>2</p> <p>Labor Day No Classes Have a safe and happy holiday!</p>	<p>3</p>	<p>4</p> <p>SCC 3 S2 Understanding Our Customer's DISC</p>	<p>5</p> <p>Prospecting 2 S3 Phone Calls, Drop-by's, & Dog Walks</p>	<p>6</p> <p>Mgt FT 3 S1 Four Roles of a Leader</p>
<p>9</p> <p>Mastery** Captivating Attention with Email & Text</p> <p>Essentials** Up-Front Contract</p>	<p>10</p>	<p>11</p> <p>SCC 3 S3 On the Front Lines/ Effective Communication</p>	<p>12</p> <p>Prospecting 2 S4 Referrals, Introductions, and Rejections</p>	<p>13</p> <p>Mgt FT 3 S2 Understanding Your People</p> <p>GWA Mastery** Skill Building/Roleplay</p>
<p>16</p> <p>Mastery** Wheel of Life— Motivations Concepts</p>	<p>17</p> <p>GWA Golf Outing 1st Tee 1:20 PM Dinner 4:30 PM</p>	<p>18</p> <p>SCC 3 S4 Breaking Though Your Comfort Zone</p>	<p>19</p>	<p>20</p> <p>Leadership Mgt** Check-In Behavior/ Problem Solving</p> <p>Mgt FT 3 S3 Time Management</p>
<p>23</p> <p>Mastery** The Prospecting Mindset</p> <p>Essentials** Pain</p>	<p>24</p> <p>FTF 3 S1 The Buyer-Seller Dance & Success Triangle</p>	<p>25</p> <p>SCC 3 S5 Up-Front Contracts</p>	<p>26</p> <p>FTF 2 S2 Communication</p>	<p>27</p> <p>Mgt FT 2 S4 Creating Behavior Plans</p>
<p>30</p> <p>Mastery** AI for Selling</p>				

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