

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

January 2026

Mon

Tue

Wed

Thu

Fri



Join us March 17-18, 2026



SANDLER™

By Gerry Weinberg & Associates in Southfield, MI

5

Mastery (E)**
Breaking Through
Your Comfort Zone

6

7

1

2

9

GWA Mastery**
Skill Building/
Roleplay

12

Mastery**
Monetizing Pain: Turning
Problems into Profit

Essentials**
Initiating Buyer Focused
Conversations

13

14

15

16

Leadership
Coaching Sandler—
Engaging

19

MLK Day

No Training

20

21

22

23

SCC S1
Understanding DISC

26 **Mastery****
Ensuring Purposeful
Conversations

Essentials**
Creating Mutual
Agreement

GWA Sales
Bootcamp Day 1

Fast Track Essentials S1
The Buyer/Seller
Dynamic, Success
Triangle

GWA Sales
Bootcamp Day 2

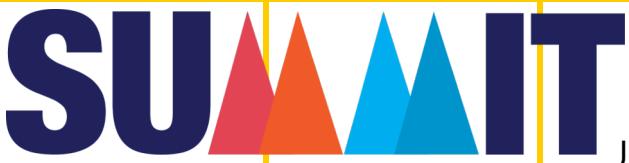
SCC S2
On the Frontlines/
Effective
Communication

29

Fast Track Essentials S2
Communication

30

February 2026

Mon	Tue	Wed	Thu	Fri
2 Mastery (E)** Understanding Your Communication Style as a Seller	3 Fast Track Essentials S3 Up-Front Contract	4 Mgt Fast Track S1 Four Roles of a Leader SCC S1 Breaking Through Your Comfort Zone	5 Fast Track Essentials S4 PAIN	6
9 Mastery** Decision-Driven Selling: The Art of a Confident Close Essentials** Discovering Buyers' Motivation (PAIN)	10 Fast Track Essentials S5 Questioning	11 Mgt Fast Track S2 Understanding Your People SCC S2 Up-Front Contracts	12 Fast Track Essentials S6 Decision & Investment	13 GWA Mastery** Skill Building/Roleplay
16 President's Day No Training	17 Fast Track Essentials S7 Presentation & Post-Sale	18 Mgt Fast Track S3 Managing Your Personal Performance SCC S3 Questioning Techniques	19 Fast Track Essentials S8 Prospecting Leadership TA for Sales Leaders	20
23 Mastery** Breaking Buyer Silence: Reignite Stalled Conversations Essentials** Better Understanding Through Asking Questions	24	25 Mgt Fast Track S4 Behavior Plans w/ Accountability & Change Management SCC S4 Uncovering Our Customer's Pain	26	27
		Join us March 17-18, 2026		
 Sandler Summit 2026 SANDLER [®] By Gerry Weinberg & Associates in Southfield, MI				

** Denotes session is virtual (AM/PM-if applicable) and In-Person (AM only) | (E) = Expert Certification Session

March 2026

Mon	Tue	Wed	Thu	Fri
2 Mastery (E)** Understanding Your Buyer's Communication Style	3	4 SCC S5 Up-Selling/ Cross-Selling & Client Development Through Sales	5 Prospecting S1 Your 30-Second Commercial & Pattern Interrupt	6
9 Mastery** Handling the "Hot Potato" From Your Buyers Essentials** Understanding Investment Parameters	10	11 SCC S6 Transactional Analysis/Telephone & Email Communication	12 Prospecting S2 Social Media & Email	13 GWA Mastery** Skill Building/Roleplay
16	17 No Training	18 Sandler Summit	19 Leadership Managing the Pipeline Prospecting S3 Booked Meetings... The Objective of Prospecting	20
23 Mastery** The Psychology Behind Buyer Decisions Essentials** Identifying the Decision-Making Process	24	25 SCC S7 Dealing with Difficult People	26 Prospecting S3 Referrals, Introductions, & Rejections	27
30 Mastery** Skill Building	31 Digging Deeper w/DISC S1 Understanding DISC			

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