

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

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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

SUMMIT

Join us March 17-18, 2026



Sandler Summit 2026

SANDLER

By Gerry Weinberg & Associates in Southfield, MI

1

2

5

Mastery(E)**

Breaking Through
Your Comfort Zone

6

7

8

9

GWA Mastery**

Skill Building/
Roleplay

12

Mastery**

Monetizing Pain: Turning
Problems into Profit

Essentials**

Initiating Buyer Focused
Conversations

13

14

15

Leadership

Coaching Sandler—
Engaging

16

19

MLK Day

No Training

20

21

SCC S1

Understanding DISC

22

23

26

Mastery**

Ensuring Purposeful
Conversations

Essentials**

Creating Mutual
Agreement

27

GWA Sales

Bootcamp Day 1

Fast Track Essentials S1

The Buyer/Seller
Dynamic, Success
Triangle

28

GWA Sales

Bootcamp Day 2

SCC S2

On the Frontlines/
Effective
Communication

29

Fast Track Essentials S2

Communication

30

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

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

SUMMIT

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March 2026

Mon

Tue

Wed

Thu

Fri

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

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