

JULY | AUGUST | SEPTEMBER

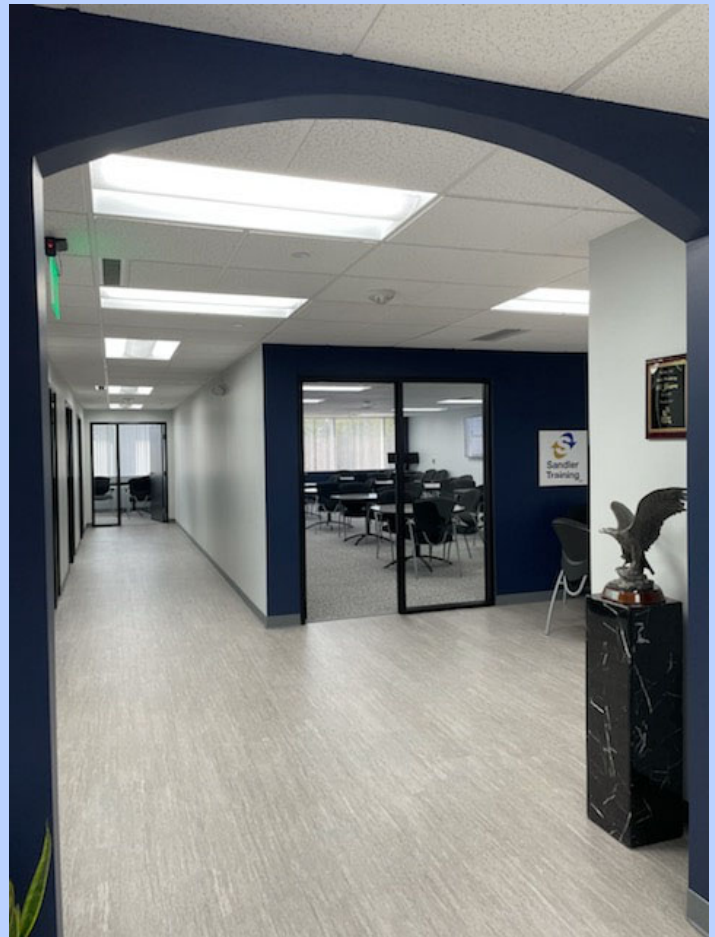
28 YEARS IN THE SANDLER BUSINESS

Join us for an
OPEN HOUSE

Come see our office, mingle
with us and others, and enjoy
some food

When: Thursday
September 23rd
Time: 4-7pm

RSVP with Dawn at
dawn.ostrega@sandler.com



Sandler Online



**24x7 ON-DEMAND
LEARNING**
at your fingertips.

Supplement Your
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from any device -
Anytime, Anywhere
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regularly - Podcasts, Full
Curriculums, New Tools,
Videos, Templates



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Click On www.GerryWeinberg.Sandler.com For More Info!



Your Success Begins Here

Start-up Process:

- Take the online diagnostic evaluation as a benchmark.
- Begin *Foundations* (SPCF) classes Wednesdays 8:30-10:00 AM.
- Talk with your coach about getting set up with Sandler Online for constant reinforcement on-the-go.
- Foundations program is made up of 10 sessions with room to repeat a few sessions. Start with any topic at your earliest convenience and revisit the sessions that need reinforcement.
 - WHY HAVE A SYSTEM?
 - IMPROVE YOUR **BAT**-ING AVERAGE
 - THE IMPORTANCE OF BONDING & RAPPORT
 - ELEMENTS & TERMS OF AN UP FRONT CONTRACT
 - IDENTIFYING REASONS FOR DOING BUSINESS (*PAIN*)
 - QUESTIONING STRATEGIES
 - UNCOVERING THE BUDGET & DECISION MAKING PROCESS
 - FULFILLMENT, POST SELL & DEBRIEFING STRATEGIES
 - BREAKING THROUGH YOUR COMFORT ZONES
 - PROSPECTING STRATEGIES & TACTICS

July 2021

MON	TUE	WED	THU	FRI
			1	2 8:30 - 10:00 AM Skill Building & Coaching <i>Skill Accelerator</i> SPCM
5	6 * Sandler Sales Virtual Bootcamp 1-3 PM	7 8:30 - 10:00 AM The Importance of Bonding & Rapport SPCF	8 * Sandler Sales Virtual Bootcamp 1-3 PM	9 8:30 - 10:00 AM Avoid the Summer Slump SPCM
12	13 * Sandler Sales Virtual Bootcamp 1-3 PM	14 8:30 - 10:00 AM Elements & Terms of an Up Front Contract SPCF	15 * Sandler Sales Virtual Bootcamp 1-3 PM	16 8:30 - 10:00 AM Breaking Through Your Comfort Zone SPCM
19	20	21 8:30 - 10:00 AM Identifying Reasons for Doing Business (<i>PAIN</i>) SPCF	22	23 8:30-10:00 AM Closing the Sale SPCM
26	27 8:30 - 11:30 AM * Sandler Leadership & Management Solutions SMS	28 8:30 - 10:00 AM Questioning Strategies SPCF	29	30 8:30 - 10:00 AM Journal Your Way to Success SPCM

* REQUIRES SEPARATE ENROLLMENT

CUSTOMIZED PRIVATE TRAINING AVAILABLE

Program Descriptions

SPCM - Sandler President's Club MASTERY

Fridays | 8:30 - 10:00 AM

President's Club Mastery is an on-going professional development series designed to help you apply proven sales methodology in real world business situations. This reinforced learning program instills the productive behavior necessary for your continued success.

SPCF - Sandler President's Club FOUNDATIONS

Wednesdays | 8:30 - 10:00 AM

Foundations has ten stand-alone training modules that provide a fresh professional approach to selling. Let go of sales habits that have not yielded the results you need, and take charge of the selling process with new productive behaviors, attitudes and techniques.

SMS - Sandler Leadership & Management Solutions

Monthly | 8:30 - 11:30 AM

Strategic Management, created for CEOs, Presidents and Managers, gives you the tools to lead, motivate and develop your team. These monthly sessions are designed in a powerful format to give you strong business tools to take back to your team and implement immediately.

August 2021

MON	TUE	WED	THU	FRI
2	3	4 8:30 - 10:00 AM Uncovering The Budget & Decision Making Process SPCF	5	6 8:30 - 10:00 AM The Power of DISC SPCM
9	10	11 8:30 - 10:00 AM Fulfillment, Post Sell & Debriefing Strategies SPCF	12	13 8:30 - 10:00 AM Skill Building & Coaching Skill Accelerator SPCM
16	17	18 8:30 - 10:00 AM Breaking Through Your Comfort Zones SPCF	19	20 8:30 - 10:00 AM Sandler Quiz Game SPCM
23	24	25 8:30 - 10:00 AM Prospecting Strategies & Tactics SPCF	26	27 8:30 - 10:00 AM Making the Prospecting Call SPCM
30	31 8:30 - 11:30 AM * Sandler Leadership & Management Solutions SMS			

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Frequently Asked Questions:

Can I attend SPCM classes?

As a new client you are entitled to come to limited SPCM sessions. We suggest you do not come to more than 2 SPCM sessions a month. We have found that if you try to attend any more than this, you may become overwhelmed and frustrated.

If I have attended a SPCF class once, is that enough?

No, the whole premise behind the Sandler Training is ongoing, reinforcement training. It will take you more than one time to understand and utilize the techniques and principles taught in Foundations. We have designed our Foundations classes with room to repeat a few sessions on purpose. We also encourage our long term Mastery clients to continue to attend the Foundations topics as it will always help you master that concept.

How do I know which material chapters I should review?

The Foundations chapters match each course title for the Foundations sessions. A list for President's Club members will be provided each quarter when the new calendars are published.

What happens if I miss a class?

Foundations is an ongoing series. If you miss a session, come the next time it's being offered.

September 2021

MON	TUE	WED	THU	FRI
		1 8:30 - 10:00 AM Why Have a System?  SPCF	2	3 8:30 - 10:00 AM Skill Building & Coaching Skill Accelerator SPCM
6  Labor Day	7	8 8:30 - 10:00 AM Improve Your Bat -ing Average SPCF	9	10 8:30 - 10:00 AM Decision Making Process SPCM
13	14	15 8:30 - 10:00 AM The Importance of Bonding & Rapport SPCF	16	17 8:30 - 10:00 AM Account Planning with KARE SPCM
20	21	22 8:30 - 10:00 AM Elements & Terms of an Up Front Contract SPCF	23 Open House 4-7pm RSVP – dawn.ostrega@sandler.com	24 8:30 - 10:00 AM Negotiate the Sandler Way SPCM
27	28 8:30 - 11:30 AM *Sandler Leadership & Management Solutions SMS	29 8:30 - 10:00 AM Identifying Reasons for Doing Business (PAIN) SPCF	30	

* Requires Separate Enrollment. Go to www.GerryWeinberg.Sandler.com

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