

SANDLERSM

By Gerry Weinberg & Associates in Southfield, MI

29 YEARS
IN THE
SANDLER BUSINESS

We Offer Public & Private Training Sessions

We Also Offer Exclusive Programs and Private Talks.
Speak with us to see how we can help you and your company!

Sandler Online Content

Supplement Your Classroom
Experience With This Online Tool!

- * Mobile Friendly
- * On-Demand Learning from any device - Anytime, Anywhere
- * New content added regularly - Podcasts, Full Curriculums, New Tools, Videos, Templates

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
--------------	----------

Client Success Manager:

Lynne Work	ext. 226
------------	----------

Sessions and Times

Sandler Foundations (virtual)

Monday Mornings 11:30 AM-12:30 PM ET
Monday Afternoons 4:00 PM-5:00 PM ET

Sandler Sales Mastery (virtual)

Monday Mornings 9:30 AM-11:00 AM ET
Monday Afternoons 2:00 PM-3:30 PM ET

GWA Advanced Mastery (virtual/in person)

Fridays 8:30 AM-10:00 AM ET

Leadership Management (virtual)

Fourth Thursday of the Month
10:00 AM-12:00 PM ET

GWA Monthly Leadership Check-In (virtual/in person)

Second Thursday of the Month
12:00 PM-1:00 PM ET

Ask your coach about our other offerings:
Fast Track Foundations, Sales Coach's Playbook,
Strategic Customer Care, Prospecting Bootcamp



For the latest news and most current calendar visit us
at www.GerryWeinberg.Sandler.com

July 2022

Mon

Tue

Wed

Thu

Fri

1

No Session

Have a
Happy 4th of July

4



No Sessions

5

6

7

8

Advanced Mastery
Unlock Your
Motivation

11

Sales Mastery
Negative Reverse Selling

Foundations
Improving your
BAT-ting Average

12

13

14

GWA Leadership
Management Check-In

15

Advanced Mastery
Stress-Free
Appointment Setting

18

Sales Mastery
Problems Between Your
Mom and Their Mom

Foundations
Prospecting Behavior

19

20

21

22

Advanced Mastery
Mid Year Goal Review

25

Sales Mastery
Setting Your Goals

Foundations
Why Have a System?

26

27

28

Leadership
Management
Leadership Roles:
Supervising

29

Advanced Mastery
Advanced Closing

Skill Accelerator

August 2022

Mon

Tue

Wed

Thu

Fri

<p>1 <u>Sales Mastery</u> Stay on the Right Side of the Trouble Line</p> <p><u>Foundations</u> The Importance of Bonding & Rapport</p>	<p>2</p>	<p>3</p>	<p>4</p>	<p>5</p> <p><u>Advanced Mastery</u> Tactics for the Top 10 Stalls and Objections</p>
<p>8 <u>Sales Mastery</u> Understanding Behavioral Styles</p> <p><u>Foundations</u> Elements & Terms of an Upfront-Contract</p>	<p>9</p>	<p>10</p>	<p>11</p> <p><u>GWA Leadership Management Check-In</u></p>	<p>12</p> <p><u>Advanced Mastery</u> Sandler In The Movies</p>
<p>15 <u>Sales Mastery</u> Elements of an Up-Front Contract</p> <p><u>Foundations</u> Identifying the Reasons for Doing Business (<i>PAIN</i>)</p>	<p>16</p>	<p>17</p>	<p>18</p>	<p>19</p> <p><u>Advanced Mastery</u> The Dangers Of Success</p>
<p>22 <u>Sales Mastery</u> Advanced Questioning Strategies</p> <p><u>Foundations</u> Questioning Strategies</p>	<p>23</p>	<p>24</p>	<p>25</p> <p><u>Leadership Management</u> Hiring: Assessments and Decision Making</p>	<p>26</p> <p><u>Advanced Mastery</u> Precall Planning and Debriefing</p> <p>Skill Accelerator</p>
<p>29 <u>Sales Mastery</u> Getting to the Real Pain</p> <p><u>Foundations</u> Uncovering the Prospect's Budget</p>	<p>30</p>	<p>31</p>		

September 2022

Mon

Tue

Wed

Thu

Fri

			1	2 No Session Have a Happy Labor Day
5  Labor Day No Sessions	6	7	8 <u>GWA Leadership Management Check-In</u>	9 <u>Advanced Mastery</u> 7 Principles of Being a Sales Superstar
12 <u>Sales Mastery</u> Monkey's Paw <u>Foundations</u> Identifying the Prospect's Decision	13	14	15 Office Closed	16 No Session
19 <u>Sales Mastery</u> Complex Sales Process <u>Foundations</u> Closing the Sale (Fulfillment & Post Sell)	20	21	22 <u>Leadership Management</u> Leadership Roles: Coaching	23 <u>Advanced Mastery</u> Role Play the Sales Call Skill Accelerator
26 <u>Sales Mastery</u> Closing the Sale and Keeping It <u>Foundations</u> Improving your BAT-ting Average	27	28	29 Office Closed. We will be at our Regional Meeting	30 No Session