

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, Prospecting
Workshops

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

Sandler Foundations

(All Virtual)

Monday Mornings 11:30 AM-1:00 PM ET

Monday Afternoons 4:00 PM-5:30 PM ET

Sandler Sales Mastery/Advanced Mastery

(Virtual/In-Person)**

Monday Mornings 9:30 AM-11:00 AM ET

Monday Afternoons 2:00 PM-3:30 PM ET

GWA Advanced Mastery

Twice a Month (Virtual/In-Person)**

Fridays 8:30 AM-10:00 AM ET

SLGS - ILT & Clinic

(Virtual)

2nd and 4th Wednesday

ILT - 11:00 AM-1:00 PM ET

Clinic - 11:00 AM-12:30 PM ET

GWA SLGS Check-In

(Virtual)

After SLGS - Clinic Sessions

12:30 PM-1:00 PM ET

** Select sessions are both virtual and In-Person.

See calendar for dates

January 2023

Mon	Tue	Wed	Thu	Fri
2	3	4	5	6
9 <u>Sales Mastery**</u> Eliminating Head Trash <u>Foundations</u> Closing the Sale	10	11 <u>Webinar</u> Selling in a Down Economy	12	13 <u>GWA Mastery**</u> Skill Building and Coaching
16 MLK Day No Session	17	18	19	20
23 <u>Advanced Mastery</u> Develop Your Pattern Interrupt <u>Foundations</u> Improve Your BAT-ting Average	24	25 <u>SLGS—ILT</u> Coach to Success	26	27 <u>GWA Mastery**</u> Trade Show Selling
30 <u>Sales Mastery**</u> Formula for Success <u>Foundations</u> Prospecting Behavior	31			

**** Denotes Session is Virtual and In-Person**

February 2023

Mon

Tue

Wed

Thu

Fri

		1	2	3
<p>6</p> <p><u>Advanced Mastery</u> Advanced Application Day</p> <p><u>Foundations</u> Why Have a System?</p>	7	<p>8</p> <p><u>SLGS - Clinic</u> Coach to Success Clinic</p> <p><u>GWA SLGS</u> <u>Check-In</u></p>	9	<p>10</p> <p><u>GWA Mastery**</u> Reversing Tournament</p>
<p>13</p> <p><u>Sales Mastery**</u> Why Have a System?</p> <p><u>Foundations</u> The Importance of Bonding and Rapport</p>	14	15	<p>16</p> <p><u>Webinar</u> Eight Frequently Made Trade Show Mistakes</p>	17
<p>20</p> <p>Presidents Day No Sessions</p>	21	<p>22</p> <p><u>SLGS - ILT</u> Coaching Client Meetings</p>	23	<p>24</p> <p><u>GWA Mastery**</u> Create Your Prospecting Plan</p>
<p>27</p> <p><u>Advanced Mastery</u> Time Management</p> <p><u>Foundations</u> Elements & Terms of an Up Front Contract</p>	29			

**** Denotes Session is Virtual and In-Person**

March 2023

Mon

Tue

Wed

Thu

Fri

		1	2	3
6 <u>Sales Mastery</u> ** Bonding & Rapport <u>Foundations</u> Identifying the Reasons for Doing Business (PAIN)	7	8 <u>SLGS - Clinic</u> Coaching Client Meetings <u>GWA SLGS</u> <u>Check-In</u>	9	10 <u>GWA Mastery</u> ** The First Phone Call
13 <u>Advanced Mastery</u> Advanced Application Day <u>Foundations</u> Questioning Strategies	14	15	16	17
Sandler Summit!! Office Closed, No Sessions				
20 <u>Sales Mastery</u> ** Up-Front Contracts <u>Foundations</u> Uncovering the Prospect's Budget	21	22 <u>SLGS - ILT</u> Building an Operating Framework	23	24 <u>GWA Mastery</u> ** Your Value Proposition
27 <u>Advanced Mastery</u> KARE Account Planning <u>Foundations</u> Identifying the Prospect's Decision	28	29	30	31

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