



By Gerry Weinberg & Associates in Southfield, MI

31 YEARS
IN THE
SANDLER BUSINESS

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, Hiring,
Prospecting

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

Elevate (200)**

Every Other Monday
9:30 AM-11:00 AM ET
2:00 PM-3:30 PM ET

Essentials (100)**

Every Other Monday
11:30 AM-1:00 PM ET
4:00 PM-5:30 PM ET

Excel (300)**

Every Other Monday
9:30 AM-11:00 AM ET
2:00 PM-3:30 PM ET

Advanced Application**

Every Other Monday
11:30 AM-1:00 PM ET
4:00 PM-5:30 PM ET

Leadership Management

One Friday per 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 a
www.GerryWeinberg.Sandler.com



April 2024

Mon	Tue	Wed	Thu	Fri
1 <u>Elevate (200)**</u> Pain Discovering Workshop <u>Essentials (100)**</u> Pain	2	3 <u>SCC 1 S11</u> Dealing with Difficult People	4 <u>Prospecting 1 S3</u> Phone Calls, Drop-by's, & Dog Walks	5 <u>Hiring Sprint 1 S1</u> Culture, Cost of Turnover, Systematic Approach to Hiring
8 <u>Excel (300)**</u> Understanding PAC <u>Advanced App**</u> Roleplay	9	10 <u>SCC 1 S12</u> Formula for Success	11 <u>Prospecting 1 S4</u> Referrals, Introductions, & Rejections	12 <u>Hiring Sprint 1 S2</u> Identifying & Recruiting Your Ideal Candidate <u>GWA Mastery**</u> Skill Building/ Roleplay
15 <u>Elevate (200)**</u> Uncovering Truth Behind Stalls and Objections <u>Essentials (100)**</u> Questioning	16	17	18	19 <u>Leadership Mgt</u> Supervising & Training <u>Hiring Sprint 1 S3</u> Interviewing & Securing Your Candidate
22 <u>Excel (300)**</u> PAC in Sales Process <u>Advanced App**</u> Roleplay	23	24	25	26 <u>Hiring Sprint 1 S4</u> Onboarding for Productivity & Retention
29 <u>Elevate (200)**</u> Essential Investment Conversations <u>Essentials (100)**</u> Investment	30			

**** Denotes session is virtual (AM/PM) and In-Person (AM only)**

May 2024

Mon

Tue

Wed

Thu

Fri

		1	2	3
6 <u>Excel (300)**</u> Generating Referrals <u>Advanced App**</u> Roleplay	7	8 <u>SCC 2 S1</u> Understanding Our DISC	9 Office Closed	10
13 <u>Elevate (200)**</u> Identifying & Accessing Key Decision-Makers <u>Essentials (100)**</u> Decision	14	15 <u>SCC 2 S2</u> Understanding Our Customer's DISC	16	17 <u>Leadership Mgt</u> Role Plays and Ride Along <u>GWA Mastery**</u> Skill Building/Roleplay
20 <u>Excel (300)**</u> Understanding SVIC <u>Advanced App**</u> Roleplay	21	22 <u>SCC 2 S3</u> On the Frontlines/ Effective Communication	23	24 In Remembrance of Memorial Day No Training Office Closed
27 In Remembrance of Memorial Day No Training Office Closed	28	29 <u>SCC 2 S4</u> Breaking Through Your Comfort Zone	30	31

**** Denotes session is virtual (AM/PM) and In-Person (AM only)**

June 2024

Mon

Tue

Wed

Thu

Fri

<p>3</p> <p><u>Elevate (200)**</u> Equipping Buyers to Champion Your Solution</p> <p><u>Essentials (100)**</u> Presentation & Post-Sale</p>	<p>4</p>	<p>5</p> <p><u>SCC 2 S5</u> Up-Front Contracts</p>	<p>6</p>	<p>7</p> <p><u>Mgt FT 2 S1</u> Four Roles of a Leader</p>
<p>10</p> <p><u>Excel (300)**</u> Practicing the SVIC Process</p> <p><u>Advanced App**</u> Roleplay</p>	<p>11</p>	<p>12</p> <p><u>SCC 2 S6</u> Questioning Techniques</p> <p>GWA Networking Event—More info to come</p>	<p>13</p>	<p>14</p> <p><u>Mgt FT 2 S2</u> Understanding Your People</p> <p><u>GWA Mastery**</u> Skill Building/Roleplay</p>
<p>17</p> <p><u>Elevate (200)**</u> Understanding Buyer's Communication Style</p> <p><u>Essentials (100)**</u> DISC & Pre-Call Planning</p>	<p>18</p>	<p>19</p>	<p>20</p>	<p>21</p> <p><u>Leadership Mgt</u> Creating Buy-In & Process Adoption</p> <p><u>Mgt FT 2 S3</u> Time Management</p>
<p>24</p> <p><u>Excel (300)**</u> Executive Level Decisions</p> <p><u>Advanced App**</u> Roleplay</p>	<p>25</p>	<p>26</p> <p><u>SCC 2 S7</u> Uncovering Our Customer's PAIN</p>	<p>27</p>	<p>28</p> <p><u>Mgt FT 2 S4</u> Creating Behavior Plans</p>

Happy 4th of July

Office Closed July 1-5, no public training



**** Denotes session is virtual (AM/PM) and In-Person (AM only)**