



# PPM EAST CALENDAR

## January 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
				1 New Years Day No Class
4 Problem Solving Clinic	5 Accreditation Test Day Greentree Please Register	6	7	8
11 Sandler Overview	12	13	14	15
18 30 Second Commercial	19	20	21 Management Class Greentree 2:00-4:00 Please Register	22
25 Prospecting Techniques	26	27	28	29

## February 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
1 Instant Rapport	2 Accreditation Test Day Greentree Please Register	3 No Class Sandler Conf	4 No Class Sandler Conf	5 No Class Sandler Conf
8 Up Front Contracts	9	10	11	12
15 Pain	16	17	18 Management Class Greentree 2:00-4:00 Please Register	19
22 Budget	23	24	25	26

### Color Coding:

#### Foundation

12 Basics of the Sandler System.

#### Skill Building

Intermediate skills after 90 days of Core Classes.

#### Mastery

Real life application of advanced skills for people with a firm understanding of the entire system.

#### Playbook

Designed for managers to help them coach their sales people in these topics.

### Monday Classes

8:00 – 9:30AM  
The Hiller Building  
6005 Enterprise Drive  
Export, PA 15632

### Main Office:

Foster Plaza, Bldg XI  
790 Holiday Drive  
Pittsburgh, PA 15220

Phone: 412.928.9933

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## March 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
1 Decision	2 Accreditation Test Day Greentree Please Register	3	4	5
8 Questioning Strategies	9	10	11	12
15 Presentation	16	17	18 Management Class Greentree  2:00-4:00 Please Register	19
22 Handling Objections	23	24	25	26
29 Post-Sell	30	31		

## April 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
			1	2
5 Success Triangles	6 Accreditation Test Day Greentree Please Register	7	8	9
12 Keeping Customers	13	14	15 Management Class Greentree  2:00-4:00 Please Register	16
19 5 Major Weaknesses	20	21	22	23
26 OK/Not OK	27	28	29	30

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## May 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
3 DISC	4 Accreditation Test Day Greentree Please Register	5	6	7
10 Cookbook Planning	11	12	13	14
17 Referrals & Introductions	18	19	20 Management Class Greentree  2:00-4:00 Please Register	21
24 Problem Solving Clinic	25	26	27	28
31 Memorial Day No Class				

## June 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
	1 Accreditation Test Day Greentree Please Register	2	3	4
7 Approaching New Accounts	8	9	10 No Class Sandler Conf	11 No Class Sandler Conf
14 Stories & Analogies	15	16	17 Management Class Greentree  2:00-4:00 Please Register	18
21 Design Your Pitch	22	23	24	25
28 Business Bonding	29	30		



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## July 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
			1	2
5 9 Blocks of U.F.C	6 Accreditation Test Day Greentree Please Register	7	8	9
12 Transition to Pain Step	13	14	15 Management Class Greentree 2:00-4:00 Please Register	16
19 Budget Step	20	21	22	23
26 Decision Step	27	28	29	30

## August 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
2 Goal Setting	3 Accreditation Test Day Greentree Please Register	4	5	6
9 Principles of Influence	10	11	12	13
16 Presentation Steps	17	18	19 Management Class Greentree 2:00-4:00 Please Register	20
23 Post-Sell	24	25	26	27
30 Pattern Interrupt	31			

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## September 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
		1	2	3
6 <b>Labor Day Closed</b>	7 <b>Accreditation Test Day Greentree Please Register</b>	8	9	10
13 <b>Handling Stalls &amp; Objection</b>	14	15	16 <b>Management Class Greentree</b> 2:00-4:00 <b>Please Register</b>	17
20 <b>Buyers Two Biggest Fears</b>	21	22	23	24
27 <b>Success Triangles</b>	28	29	30	

## October 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
				1
4 <b>Seminar Selling</b>	5 <b>Accreditation Test Day Greentree Please Register</b>	6	7	8
11 <b>Sandler Rules</b>	12	13	14	15
18 <b>Prospecting Role Plays</b>	19	20	21 <b>Management Class Greentree</b> 2:00-4:00 <b>Please Register</b>	22
25 <b>OK/Not OK</b>	26	27	28	29

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1 Instant Rapport	2 Accreditation Test Day Greentree Please Register	3	4 No Class Sandler Conf	5 No Class Sandler Conf
8 Setting Expectations	9	10	11	12
15 Pain-O-Meter	16	17	18 Management Class Greentree 2:00-4:00 Please Register	19
22 Budget Step	23	24	25 Office Closed Thanksgiving	26 Office Closed Thanksgiving
29 Decision Step	30			

## December 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
		1	2	3
6 Presentation Process	7 Accreditation Test Day Greentree Please Register	8	9	10
13 Post Sell Everything	14	15	16 Management Class Greentree 2:00-4:00 Please Register	17
20 Setting Goals 2011	21	22	23	24 No Class Happy Holidays
27 No Class Happy Holidays	28 No Class Happy Holidays	29 No Class Happy Holidays	30 No Class Happy Holidays	31 No Class Happy Holidays