



PPM NORTH 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	5 Accreditation Test Day Greentree Please Register	6 Up Front Contracts	7	8
11	12	13 Budget/ Decision	14	15
18	19	20 Negative Selling/Selling After the NO	21 Management Class Greentree 2:00-4:00 Please Register	22
25	26	27 Post-Sell	28	29

February 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
1	2 Accreditation Test Day Greentree Please Register	3 No Class Sandler Conf	4 No Class Sandler Conf	5 No Class Sandler Conf
8	9	10 Overcoming Headtrash	11	12
15	16	17 Prospecting	18 Management Class Greentree 2:00-4:00 Please Register	19
22	23	24 DISC	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.

Wednesday Classes

8:30 – 10:00AM

RC Holsinger Assoc.
Northridge Office Plaza
117 VIP Drive,
Suite 220
Wexford, PA 15090
(724) 934-4880

Main Office:

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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	2 Accreditation Test Day Greentree Please Register	3 Referrals	4	5
8	9	10 Pain-O-Meter	11	12
15	16	17 Cold Calling	18 Management Class Greentree 2:00-4:00 Please Register	19
22	23	24 5 Major Weaknesses	25	26
29	30	31 OK/Not OK		

April 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
			1	2
5	6 Accreditation Test Day Greentree Please Register	7 Problem Solving Forum	8	9
12	13	14 Presentation	15 Management Class Greentree 2:00-4:00 Please Register	16
19	20	21 Success Triangles	22	23
26	27	28 Sandler Overview	29	30

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May 2010 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
3	4 Accreditation Test Day Greentree Please Register	5 Handling Objections	6	7
10	11	12 Pain Indicators	13	14
17	18	19 Budget	20 Management Class Greentree 2:00-4:00 Please Register	21
24	25	26 Post-Sell	27	28
31 Memorial Day No Class				

June 2010 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
	1 Accreditation Test Day Greentree Please Register	2 B.A.G.E.L.S	3	4
7	8	9 Stories & Analogies	10 No Class Sandler Conf	11 No Class Sandler Conf
14	15	16 Goal Setting	17 Management Class Greentree 2:00-4:00 Please Register	18
21	22	23 Overcoming Need for Approval	24	25
28	29	30 30 Second Commercial		



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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	6 Accreditation Test Day Greentree Please Register	7 Principals of Influence	8	9
12	13	14 Quantify Pain	15 Management Class Greentree 2:00-4:00 Please Register	16
19	20	21 RECON	22	23
26	27	28 Up Front Contracts	29	30

August 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
2	3 Accreditation Test Day Greentree Please Register	4 Sandler Jeopardy	5	6
9	10	11 Disarmingly Honest	12	13
16	17	18 DISC	19 Management Class Greentree 2:00-4:00 Please Register	20
23	24	25 Negative Reversing	26	27
30	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 Presentation Skills	2	3
6 Labor Day Closed	7 Accreditation Test Day Greentree Please Register	8 Cookbook	9	10
13	14	15 War Games	16 Management Class Greentree 2:00-4:00 Please Register	17
20	21	22 Journaling	23	24
27	28	29 Bracketing	30	

October 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
				1
4	5 Accreditation Test Day Greentree Please Register	6 Post-Sell Role-play	7	8
11	12	13 Transactional Analysis	14	15
18	19	20 Sandler Rules	21 Management Class Greentree 2:00-4:00 Please Register	22
25	26	27 Success Triangles	28	29

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November 2010 Program Calendar

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1	2 Accreditation Test Day Greentree Please Register	3 No Class Sandler Conf	4 No Class Sandler Conf	5 No Class Sandler Conf
8	9	10 Networking/ Referrals	11	12
15	16	17 RECON/ Account Mgmt.	18 Management Class Greentree 2:00-4:00 Please Register	19
22	23	24 Accountability	25 Office Closed Thanksgiving	26 Office Closed Thanksgiving
29	30			

December 2010 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
		1 Pre-Call Strategies/ Post Call Debriefing	2	3
6	7 Accreditation Test Day Greentree Please Register	8 30 Second Commercial	9	10
13	14	15 2011 Goals Session	16 Management Class Greentree 2:00-4:00 Please Register	17
20	21	22 Up Front Contracts	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