



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

## 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	11	12 Overcoming Head Trash
15	16	17	18 Management Class Greentree 2:00-4:00 Please Register	19 Prospecting
22	23	24	25	26 DISC

### 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.

#### Friday Classes

8:30 – 10:00AM

Shenango Valley  
Chamber of Commerce  
41 Chestnut Street  
Sharon, PA 16146

#### Main Office:

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

Phone: 412.928.9933

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## March 2010 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
1	2 Accreditation Test Day Greentree Please Register	3	4	5 Referrals
8	9	10	11	12 Pain-O-Meter
15	16	17	18 Management Class Greentree  2:00-4:00 Please Register	19 Cold Calling
22	23	24	25	26 5 Major Weaknesses
29	30	31		

## April 2010 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
			1	2 No Class Sharon
5	6 Accreditation Test Day Greentree Please Register	7	8	9 Problem Solving Clinic
12	13	14	15 Management Class Greentree  2:00-4:00 Please Register	16 Presentation
19	20	21	22	23 Success Triangles
26	27	28	29	30 Sandler Overview

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## May 2010 Program Calendar

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

## June 2010 Program Calendar

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



# PPM SHARON CALENDAR

## July 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
			1	2 30 Second Commercial
5	6 Accreditation Test Day Greentree Please Register	7	8	9 Principals of Influence
12	13	14	15 Management Class Greentree 2:00-4:00 Please Register	16 Quantify Pain
19	20	21	22	23 RECON
26	27	28	29	30 Up Front Contracts

## 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	5	6 Sandler Jeopardy
9	10	11	12	13 Disarmingly Honest
16	17	18	19 Management Class Greentree 2:00-4:00 Please Register	20 DISC
23	24	25	26	27 Negative Reversing
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	2	3 No Class Sharon Pa
6 Labor Day Closed	7 Accreditation Test Day Greentree Please Register	8	9	10 Cookbook
13	14	15	16 Management Class Greentree  2:00-4:00 Please Register	17 War Games
20	21	22	23	24 Journaling
27	28	29	30	

## October 2010 Program Calendar

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

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

## December 2010 Program Calendar

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