



PPM GREENTREE 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 Prospecting Accreditation Test Day Please Register	6	7 Taking Control of Your Success	8
11	12 Bonding & Rapport	13	14 Personal Cookbooks	15
18	19 Up Front Contract	20	21 Advanced Bonding Techniques Management Class 2:00-4:00 Please Register	22
25	26 OK/NOT OK	27	28 UFC & What Happens after Hello	29

Color Coding:

Foundations 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.

Main Office:

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

Phone: 412.928.9933

**Tuesday & Thursday
Classes are
8:30 – 10AM**

Please visit our website
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February 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
1	2 Pain Accreditation Test Day Please Register	3 No Class Sandler Conf	4 No Class Sandler Conf	5 No Class Sandler Conf
8	9 Budget/ Decision	10	11 Pain Levels	12
15	16 Reversing	17	18 Closing the Call Management Class 2:00-4:00 Please Register	19
22	23 Fulfillment/ Post Sell	24	25 What Happens After A "NO"	26

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March 2010 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
1	2 B.A.T (1) Accreditation Test Day Please Register	3	4 Prospecting Boot Camp	5
8	9 B.A.T (2)	10	11 Monkey's Paw / Bracketing	12
15	16 Why Have A System	17	18 Doing The Unexpected Management Class 2:00-4:00 Please Register	19
22	23 Prospecting (1)	24	25 Getting Prospects to Admit to Problems	26
29	30 Prospecting (2) Referral Strategies	31		

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April 2010 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
			1 Sandler Rules Clinic	2
5	6 Bonding & Rapport Accreditation Test Day Please Register	7	8 Dealing with Backouts	9
12	13 Up Front Contracts	14	15 B.O.M.B Proof your Prospecting Management Class 2:00-4:00 Please Register	16
19	20 Pain	21	22 Getting Prospects Emotional	23
26	27 Questioning Strategies	28	29 Isolating the Competition	30

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May 2010 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
3	4 Budget Accreditation Test Day Please Register	5	6 Getting more Introductions	7
10	11 Decision	12	13 Closing for Appointments	14
17	18 Fulfillment /Post Sell	19	20 Becoming a Player Management Class 2:00-4:00 Please Register	21
24	25 B.A.T (1)	26	27 Confidence Clinic	28
31 Memorial Day No Class				

June 2010 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
	1 B.A.T. (2) Accreditation Test Day Please Register	2	3 Prospecting Bootcamp	4
7	8 Why Have A System	9	10 No Class Sandler Conf	11 No Class Sandler Conf
14	15 Prospecting (1)	16	17 Seminar Selling Management Class 2:00-4:00 Please Register	18
21	22 Prospecting (2) Referrals	23	24 No Guts No Gain	25
28	29 Bonding & Rapport	30		

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peak performance
management, inc.

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July 2010 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
			1 2 nd Half Kickstart	2
5	6 Up Front Contracts	7	8 Pre Call Planning	9
	Accreditation Test Day Please Register			
12	13 Pain	14	15 Equal Business Stature Management Class 2:00-4:00 Please Register	16
19	20 Questioning Strategies	21	22 Win/Win Agendas	23
26	27 Budget	28	29 Creating Urgency Join us for Sandler Online Tutorial after class 10:00am	30

August 2010 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
2	3 Decision	4	5 Ultimate Contracts	6
	Accreditation Test Day Please Register			
9	10 Fulfillment/ Post Sell	11	12 Fulfillment Triangles	13
16	17 B.A.T (1)	18	19 Closing the File Management Class 2:00-4:00 Please Register	20
23	24 B.A.T (2)	25	26 Scripting Yourself	27
30	31 Why Have A System			



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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 Prospecting Boot Camp	3
6 Labor Day Closed	7 Prospecting (1) Accreditation Test Day Please Register	8	9 Investment Triangles	10
13	14 Prospecting (2) Referrals	15	16 Overcoming Objections Management Class 2:00-4:00 Please Register	17
20	21 Bonding & Rapport	22	23 Questioning Strategies	24
27	28 Up Front Contracts	29	30 Sandler Rules Clinic	

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October 2010 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
				1
4	5 Pain Accreditation Test Day Please Register	6	7 Overcoming Buyers Remorse	8
11	12 Questioning Strategies	13	14 Scripting Your Call	15
18	19 Budget	20	21 Pain Funnel Management Class 2:00-4:00 Please Register	22
25	26 Decision	27	28 Decision Matrix	29

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November 2010 Program Calendar				
Monday	Tuesday	Wednesday	Thursday	Friday
1	2 Fulfillment/ Post Sell Accreditation Test Day Please Register	3	4 No Class Sandler Conf	5 No Class Sandler Conf
8	9 B.A.T (1)	10	11 Alternative Prospecting Strategies	12
15	16 B.A.T (2)	17	18 Expanding your Center of Influence Management Class 2:00-4:00 Please Register	19
22	23 Why Have A System	24	25 Office Closed Thanksgiving	26 Office Closed Thanksgiving
29	30 Prospecting (1)			

December 2010 Program Calendar				
Monday	Tuesday	Wednesday	Thursday	Friday
		1	2 What Happens After Yes	3
6	7 Prospecting (2) Referrals Accreditation Test Day Please Register	8	9 Developing "C Level Style"	10
13	14 Bonding & Rapport	15	16 Prospecting Boot Camp Management Class 2:00-4:00 Please Register	17
20	21 Up Front Contracts	22	23 Cut & Paste	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