

# PPM EAST CALENDAR



## January 2011 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
3 Problem Solving Clinic	4 Accreditation Test Day Greentree Please Register	5	6	7
10 Sandler Overview	11	12	13	14
17 30 Second Commerical	18	19	20	21
24 Prospecting Techniques	25	26	27 Management Class 2:00-4:00 Greentree Please Register	28
31 Instant Rapport				

## February 2011 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
	1 Accreditation Test Day Please Register	2	3	4
7 Up Front Contracts	8	9	10	11
14 Pain	15	16	17 Management Class 2:00-4:00 Please Register	18
21 Budget	22	23	24	25
28 Decision				

### 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

Please visit our website  
[www.superiorselling.com](http://www.superiorselling.com)  
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### Monday Classes

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

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## March 2011 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
	1 Accreditation Test Day Please Register	2	3	4
7 Questioning Strategies	8	9	10 No Class Sandler Conference	11 No Class Sandler Conference
14 Presentation Process	15	16	17 Management Class 2:00-4:00 Please Register	18
21 Handling Objections	22	23	24	25
28 Post Sell	29	30	31	

## April 2011 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
				1
4 Success Triangles	5 Accreditation Test Day Please Register	6	7	8
11 How to Retain Customers	12	13	14 Management Class 2:00-4:00 Please Register	15
18 5 Major Weaknesses	19	20	21	22
25 OK/Not OK	26	27	28	29

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May 2011 Program Calendar				
Monday	Tuesday	Wednesday	Thursday	Friday
2 DISC	3 Accreditation Test Day Please Register	4	5	6
9 Planning Behavior	10	11	12	13
16 Referrals & Introductions	17	18	19	20
23 Problem Solving Clinic	24	25	26 Management Class 2:00-4:00 Please Register	27
30 Memorial Day No Class				

## June 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
		1	2	3
6 Do's & Don'ts of Prospecting	7 Accreditation Test Day Please Register	8	9	10
13 Using Stories & Analogies	14	15	16 No Class Sandler Conf	17 No Class Sandler Conf
20 Design Your Pitch	21	22	23 Management Class 2:00-4:00 Please Register	24
27 Business Bonding	28	29	30	



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## July 2011 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
				1
4 <b>No Class</b> 4 <sup>th</sup> July Holiday	5 <b>Accreditation</b> <b>Test Day</b> Please Register	6	7	8
11 <b>9 Blocks of</b> <b>UFC</b>	12 n	13	14	15
18 <b>Transition</b> <b>U.F.C to Pain</b>	19	20	21 <b>Management</b> <b>Class</b> 2:00-4:00 Please Register	22
25 <b>Pain to Budget</b>	26	27	28	29

## August 2011 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
1 <b>Budget to</b> <b>Decision</b>	2 <b>Accreditation</b> <b>Test Day</b> Please Register	3	4	5
8 <b>Goal Setting</b>	9	10	11	12
15 <b>6 Principles of</b> <b>Influence</b>	16	17	18 <b>Management</b> <b>Class</b> 2:00-4:00 Please Register	19
22 <b>Presentation</b> <b>Steps</b>	23	24	25	26
29 <b>Post-Sell</b>	30	31		

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## September 2011 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
			1	2
5 Labor Day Closed	6 Accreditation Test Day Please Register	7	8	9
12 Pattern Interrupt	13	14	15 Management Class 2:00-4:00 Please Register	16
19 Handling Stalls & Objections	20	21	22	23
26 Buyers Biggest Fears	27	28	29	30

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## October 2011 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
3 Success Triangles	4 Accreditation Test Day Please Register	5	6	7
10 Sandler Rules	11	12	13	14
17 Prospecting Role-Play	18	19	20 Management Class 2:00-4:00 Please Register	21
24 OK/Not OK	25	26	27	28
31 Instant Rapport				

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November 2011 Program Calendar				
Monday	Tuesday	Wednesday	Thursday	Friday
	1 Accreditation Test Day Please Register	2	3	4
7 Setting Expectations	8	9	10 No Class Sandler Conf	11 No Class Sandler Conf
14 Pain-O-Meter	15	16	17 Management Class 2:00-4:00 Please Register	18
21 Budget Step	22	23	24 No Class Thanksgiving Holiday	25 No Class Thanksgiving Holiday
28 Decision Step	29	30		

## December 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
			1	2
5 Presentation Process	6 Accreditation Test Day Please Register	7	8	9
12 Post-Sell Everything	13	14	15 Management Class 2:00-4:00 Please Register	16
19 Setting Goals 2012	20	21	22	23
26 No Class Happy Holidays	27 No Class Happy Holidays	28 No Class Happy Holidays	29 No Class Happy Holidays	30 No Class Happy Holidays