

PPM GREENTREE CALENDAR

January 2011 Program Calendar



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
www.superiorselling.com
to view our calendars
online.

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
3	4 OK/NOT OK Accreditation Test Day Please Register	5	6 Live Prospecting Bootcamp	7
10	11 Pain	12	13 Pain-O-Meter	14
17	18 Budget/Decision	19	20 Getting Pain Indicators Management Class 2:00-4:00 Please Register	21
24	25 Reversing	26	27 9 Blocks of the Up Front Contract	28
31				

February 2011 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
	1 Fulfillment/Post Sell Accreditation Test Day Please Register	2	3 Sandler Rules Clinic	4
7	8 5 Major Weaknesses	9	10 Dealing with Buyers Remorse	11
14	15 Goals/ Cookbook	16	17 Journaling Your Success Management Class 2:00-4:00 Please Register	18
21	22 Sandler Overview	23	24 Handling Objections	25
28				

PPM GREENTREE CALENDAR



March 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
	1 Success Triangles Accreditation Test Day Please Register	2	3 OK/NOT OK	4
7	8 Prospecting	9 Customer Service	10 NO Class Sandler Conference	11 No Class Sandler Conference
14	15 Bonding & Rapport	16	17 Building Equal Business Stature Management Class 2:00-4:00 Please Register	18
21	22 Up Front Contracts	23 Customer Service	24 Live Prospecting Boot Camp	25
28	29 OK/NOT OK	30	31 Scripting Your Sales Call	

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

Wednesday
Classes are
11:30-1:30

Please visit our website
www.superiorselling.com
to view our calendars
online.

April 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
				1
4	5 Pain Accreditation Test Day Please Register	6	7 Referral Strategies	8
11	12 Budget/Decision	13 Customer Service	14 Budget Triangle	15
18	19 Reversing	20	21 Developing a Cookbook Management Class 2:00-4:00 Please Register	22
25	26 Fulfillment/ Post Sell	27 Customer Service	28 Qualifying the Opportunity	29

PPM GREENTREE CALENDAR

May 2011 Program Calendar



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

Wednesday
Classes are
11:30-1:30

Please visit our website
www.superiorselling.com
to view our calendars
online.

Monday	Tuesday	Wednesday	Thursday	Friday
2	3 5 Major Weaknesses Accreditation Test Day Please Register	4	5 Live Problem Solving Clinic	6
9	10 Goals/Cookbook	11 Customer Service	12 Decision Matrix	13
16	17 Sandler Overview	18	19 Reversing & Negative Reversing Management Class 2:00-4:00 Please Register	20
23	24 Success Triangles	25 Customer Service	26 Post Sell Clinic	27
30 Memorial Day No Class	31 Prospecting			

June 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
		1	2 Personal Sales Templating	3
6	7 Bonding & Rapport Accreditation Test Day Please Register	8 Customer Service	9 When and Where to use an Up Front Contract	10
13	14 Up Front Contracts	15	16 No Class Sandler Conf	17 No Class Sandler Conf
20	21 OK/NOT OK	22 Customer Service	23 Live Prospecting Boot Camp Management Class 2:00-4:00 Please Register	24
27	28 Pain	29	30 Sandler Rules Clinic	



PPM GREENTREE CALENDAR

July 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
				1
4 No Class 4 th July Holiday	5 Budget/Decision Accreditation Test Day	6	7 Success Triangles	8
11	12 Reversing	13 Customer Service	14 Decision Matrix	15
18	19 Fulfillment/ Post Sell	20	21 Closing Contracts Management Class 2:00-4:00 Please Register	22
25	26 5 Major Weaknesses	27 Customer Service	28 Sandler Jeopardy	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

Wednesday
Classes are
11:30-1:30

Please visit our website
www.superiorselling.com
to view our calendars
online.

August 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
1	2 Goals/ Cookbook Accreditation Test Day Please Register	3	4 Live Problem Solving Clinic	5
8	9 Sandler Overview	10 Customer Service	11 Selling After a NO	12
15	16 Success Triangles	17	18 Transactional Analysis Management Class 2:00-4:00 Please Register	19
22	23 Prospecting	24 Customer Service	25 You Might Be Sandler Trained If...	26
29	30 Bonding & Rapport	31		

PPM GREENTREE CALENDAR



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

Wednesday
Classes are
11:30-1:30

Please visit our website
www.superiorselling.com
to view our calendars
online.

September 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
			1 Pain Clinic	2
5 Labor Day Closed	6 Up Front Contracts Accreditation Test Day Please Register	7	8 I/R Separation	9
12	13 OK/NOT OK	14 Customer Service	15 Live Prospecting Boot Camp Management Class 2:00-4:00 Please Register	16
19	20 Pain	21	22 Defining Yes and NO	23
26	27 Budget/Decision	28 Customer Service	29 Making Your Goals Count	30

October 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
3	4 Reversing Accreditation Test Day Please Register	5	6 Pain By The Numbers	7
10	11 Fulfillment/ Post Sell	12 Customer Service	13 Vision of the Solution	14
17	18 5 Major Weaknesses	19	20 R.E.C.O.N Management Class 2:00-4:00 Please Register	21
24	25 Goals/Cookbook	26 Customer Service	27 Sandler Rules Clinic	28
31				

PPM GREENTREE CALENDAR



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

Wednesday
Classes are
11:30-1:30

Please visit our website
www.superiorselling.com
to view our calendars
online.

November 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
	1 Sandler Overview	2	3 Prospecting Strategies	4
	Accreditation Test Day Please Register			
7	8 Success Triangles	9 Customer Service	10 No Class Sandler Conf	11 No Class Sandler Conf
14	15 Prospecting	16	17 The Buyer/Seller Dance	18
			Management Class 2:00-4:00 Please Register	
21	22 Bonding & Rapport	23 Customer Service	24 No Class Thanksgiving Holiday	25 No Class Thanksgiving Holiday
28	29 Up Front Contracts	30		

December 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
			1 Live Problem Solving Clinic	2
5	6 OK/NOT OK	7 Customer Service	8 Live Prospecting Boot Camp	9
	Accreditation Test Day Please Register			
12	13 Pain	14	15 Year End Planning	16
			Management Class 2:00-4:00 Please Register	
19	20 Budget/Decision	21 Customer Service	22 Cut & Paste	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