



NEMACOLIN CALENDAR

January 2011 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
3	4 Accreditation Test Day Greentree Please Register	5	6	7
10	11	12	13 Negotiating Techniques	14
17	18	19	20 Management Class 2:00-4:00 Greentree Please Register	21
24	25	26	27 Selling Through Introductions	28
31				

February 2011 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
	1 Accreditation Test Day Greentree Please Register	2	3	4
7	8	9	10 Why Prospects Buy	11
14	15	16	17 Management Class - Greentree 2:00-4:00 Please Register	18
21	22	23	24 Selling After The "No"	25
28				

Color Coding:

<p>Foundations 12 Basics of the Sandler System.</p>
<p>Skill Building Intermediate skills after 90 days of Core Classes.</p>
<p>Mastery Real life application of advanced skills for people with a firm understanding of the entire system.</p>

Thursday Classes

8:30 – 10:00AM

Nemacolin Woodlands
Resort
1001 Lafayette Drive
Farmington, PA 15437

Main Office:

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

Phone: 412.928.9933

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



NEMACOLIN 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.

Thursday Classes

8:30 – 10:00AM

Nemacolin Woodlands Resort
1001 Lafayette Drive
Farmington, PA 15437

Main Office:

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

Phone: 412.928.9933

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



March 2011 Program Calendar				
Monday	Tuesday	Wednesday	Thursday	Friday
	1 Accreditation Test Day Greentree Please Register	2	3	4
7	8	9	10 Sandler Overview	11
14	15	16	17 Management Class Greentree 2:00-4:00 Please Register	18
21	22	23	24 Prospecting Strategies	25
28	29	30	31	

April 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
				1
4	5 Accreditation Test Day Greentree Please Register	6	7	8
11	12	13	14 Creating Your Commercial	15
18	19	20	21 Management Class Greentree 2:00-4:00 Please Register	22
25	26	27	28 Bonding & Rapport	29

NEMACOLIN 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.

Thursday Classes

8:30 – 10:00AM

Nemacolin Woodlands Resort
1001 Lafayette Drive
Farmington, PA 15437

Main Office:

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

Phone: 412.928.9933

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



May 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
2	3 Accreditation Test Day Greentree Please Register	4	5	6
9	10	11	12 Up Front Contracts	13
16	17	18	19 Management Class Greentree 2:00-4:00 Please Register	20
23	24	25	26 Pain	27
30 Memorial Day No Class	31			

June 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
		1	2	3
6	7 Accreditation Test Day Greentree Please Register	8	9 Budget	10
13	14	15	16	17
20	21	22	23 Decision Management Class Greentree 2:00-4:00 Please Register	24
27	28	29	30	



NEMACOLIN CALENDAR

July 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
				1
4 No Class 4 th July Holiday	5 Accreditation Test Day Greentree Please Register	6	7	8
11	12	13	14 Presentation/ Post Sell	15
18	19	20	21 Management Class Greentree 2:00-4:00 Please Register	22
25	26	27	28 Handling Stalls & Objections	29

August 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
1	2 Accreditation Test Day Greentree Please Register	3	4	5
8	9	10	11 OK/Not OK	12
15	16	17	18 Management Class Greentree 2:00-4:00 Please Register	19
22	23	24	25 Questioning Strategies	26
29	30	31		

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.

Thursday Classes

8:30 – 10:00AM

Nemacolin Woodlands
Resort
1001 Lafayette Drive
Farmington, PA 15437

Main Office:

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

Phone: 412.928.9933

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





NEMACOLIN CALENDAR

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 Greentree Please Register	7	8 Setting Expectations	9
12	13	14	15 Management Class Greentree 2:00-4:00 Please Register	16
19	20	21	22 Sandler Rules & Insights	23
26	27	28	29	30

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.

Thursday Classes

8:30 – 10:00AM

Nemacolin Woodlands Resort
1001 Lafayette Drive
Farmington, PA 15437

Main Office:

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

Phone: 412.928.9933

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



October 2011 Program Calendar

<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>
3	4 Accreditation Test Day Greentree Please Register	5	6	7
10	11	12	13 Retaining Your Customers	14
17	18	19	20 Management Class Greentree 2:00-4:00 Please Register	21
24	25	26	27 Do's & Don'ts of Prospecting	28
31				

NEMACOLIN 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.

Thursday Classes

8:30 – 10:00AM

Nemacolin Woodlands Resort
1001 Lafayette Drive
Farmington, PA 15437

Main Office:

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

Phone: 412.928.9933

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



November 2011 Program Calendar				
Monday	Tuesday	Wednesday	Thursday	Friday
	1 Accreditation Test Day Greentree Please Register	2	3	4
7	8	9	10 Problem Solving Clinic	11
14	15	16	17 Management Class Greentree 2:00-4:00 Please Register	18
21	22	23	24 No Class Thanksgiving Holiday	25
28	29	30		
December 2011 Program Calendar				
Monday	Tuesday	Wednesday	Thursday	Friday
			1	2
5	6 Accreditation Test Day Greentree Please Register	7	8 Quantifying & Pain	9
12	13	14	15 Management Class Greentree 2:00-4:00 Please Register	16
19	20	21	22 Setting Goals 2012	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