

PPM NORTH 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

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

Wednesday Classes

8:30 – 10:00AM

RC Holsinger Assoc.
Northridge Office Plaza
117 VIP Drive,
Suite 220
Wexford, PA 15090
(724) 934-4880

January 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
3	4 Accreditation Test Day Greentree Please Register	5 Up Front Contracts	6	7
10	11	12 Budget/Decision	13	14
17	18	19 Negative Selling/ Selling After the No	20 Management Class 2:00-4:00 Greentree Please Register	21
24	25	26 Post Sell	27	28
31				

February 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
	1 Accreditation Test Day Greentree Please Register	2 Overcoming Head Trash	3	4
7	8	9 Prospecting	10	11
14	15	16 DISC	17 Management Class Greentree 2:00-4:00 Please Register	18
21	22	23 Referrals	24	25
28				

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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 Greentree Please Register	2 Pain-O-Meter	3	4
7	8	9 Cold Calling	10 No Class Sandler Conference	11 No Class Sandler Conference
14	15	16 5 Major Weaknesses	17 Management Class Greentree 2:00-4:00 Please Register	18
21	22	23 OK/ NOT Ok	24	25
28	29	30 Problem Solving Forum	31	

April 2011 Program Calendar

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

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May 2011 Program Calendar



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

June 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
		1 Stories & Analogies	2	3
6	7 Accreditation Test Day Greentree Please Register	8 Goal Setting	9	10
13	14	15 Overcoming Need for Approval	16 No Class Sandler Conf	17 No Class Sandler Conf
20	21	22 30 Second Commercial	23 Management Class Greentree 2:00-4:00 Please Register	24
27	28	29 RECON	30	

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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 Principals of Influence	7	8
11	12	13 Pain	14	15
18	19	20 Up Front Contracts	21 Management Class Greentree 2:00-4:00 Please Register	22
25	26	27 DISC	28	29

August 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
1	2 Accreditation Test Day Greentree Please Register	3 Negative Selling	4	5
8	9	10 Bonding & Rapport	11	12
15	16	17 Presentation	18 Management Class Greentree 2:00-4:00 Please Register	19
22	23	24 Cookbook	25	26
29	30	31 War Games		

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September 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
			1	2
5 Labor Day Closed	6 Accreditation Test Day Greentree Please Register	7 Journaling	8	9
12	13	14 Budget/ Bracketing	15 Management Class Greentree 2:00-4:00 Please Register	16
19	20	21 Transactional Analysis	22	23
26	27	28 Sandler Rules	29	30

October 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
3	4 Accreditation Test Day Greentree Please Register	5 Success Triangles	6	7
10	11	12 Pain	13	14
17	18	19 Networking/ Referrals	20 Management Class Greentree 2:00-4:00 Please Register	21
24	25	26 Pre Call Strategy	27	28
31				

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November 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
	1 Accreditation Test Day Greentree Please Register	2 RECON	3	4
7	8	9 Post Call Debrief	10 No Class Sandler Conf	11 No Class Sandler Conf
14	15	16 30 Second Commercial	17 Management Class Greentree 2:00-4:00 Please Register	18
21	22	23 War Games	24 No Class Thanksgiving Holiday	25 No Class Thanksgiving Holiday
28	29	30 Reversing		

December 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
			1	2
5	6 Accreditation Test Day Greentree Please Register	7 Sandler Jeopardy	8	9
12	13	14 Negative Selling/ Selling after the NO	15 Management Class Greentree 2:00-4:00 Please Register	16
19	20	21 2012 Goals	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