

PPM SHARON 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 Up Front Contracts
10	11	12	13	14 Budget/ Decision
17	18	19	20 Management Class 2:00-4:00 Greentree Please Register	21 Negative Selling/ Selling After the No
24	25	26	27	28 Post Sell
31				

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>

Main Office:

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

Phone: 412.928.9933

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 Overcoming Head Trash
7	8	9	10	11 Prospecting
14	15	16	17 Management Class Greentree 2:00-4:00 Please Register	18 DISC
21	22	23	24	25 Referrals
28				

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

Friday Classes

8:30 – 10:00AM

Shenango Valley
Chamber of
Commerce
41 Chestnut Street
Sharon, PA 16146

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March 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
	1 Accreditation Test Day Greentree Please Register	2	3	4 Pain-O-Meter
7	8	9	10 No Class Sandler Conference	11 No Class Sandler Conference
14	15	16	17 Management Class Greentree 2:00-4:00 Please Register	18 5 Major Weaknesses
21	22	23	24	25 OK/ NOT OK
28	29	30	31	

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April 2011 Program Calendar

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

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

June 2011 Program Calendar

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

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July 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
				1 RECON
4 No Class 4 th July Holiday	5 Accreditation Test Day Greentree Please Register	6	7	8 Principals of Influence
11	12	13	14	15 Pain
18	19	20	21 Management Class Greentree 2:00-4:00 Please Register	22 Up Front Contracts
25	26	27	28	29 DISC

August 2011 Program Calendar

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

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September 2011 Program Calendar

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

October 2011 Program Calendar

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

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November 2011 Program Calendar

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

December 2011 Program Calendar

Monday	Tuesday	Wednesday	Thursday	Friday
			1	2 Reversing
5	6 Accreditation Test Day Greentree Please Register	7	8	9 Sandler Jeopardy
12	13	14	15 Management Class Greentree 2:00-4:00 Please Register	16 Negative Selling/Selling after the NO
19	20	21	22	23 2012 Goals
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