

July/August 2009

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
		July 1	July 2 8:30 -10:00 Formula For Success pp. 201-219	July 3 July 4th Holiday – OFFICE CLOSED
July 6	July 7 8:30-10:00 Advanced Application & Problem Solving	July 8 12:00-1:30 Leadership Forum	July 9 8:30 -10:00 Bonding & Rapport pp. 117-129	July 10
July 13	July 14 8:30-10:00 Advanced Application & Problem Solving	July 15	July 16 8:30-10:00 DISC	July 17
July 20	July 21 8:30-10:00 Advanced Application & Problem Solving	July 22	July 23 8:30-10:00 Making Up Front Contracts pp. 131-144	July 24
July 27	July 28 8:30-10:00 Advanced Application & Problem Solving	July 29	July 30 8:30 -10:00 Questioning Strategies pp. 77-101	July 31

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
August 3	August 4 8:30-10:00 Advanced Application & Problem Solving	August 5	August 6 8:30 -10:00 Negative Reverse Selling pp. 103-116	August 7
August 10	August 11 8:30-10:00 Advanced Application & Problem Solving	August 12 12:00-1:30 Leadership Forum	August 13 8:30 -10:00 Identifying Reasons for Doing Business pp. 145-154	August 14
August 17	August 18 8:30-10:00 Advanced Application & Problem Solving	August 19	August 20 8:30 -10:00 Qualifying Prospects pp. 155-184	August 21
August 24	August 25 8:30-10:00 Advanced Application & Problem Solving	August 26	August 27 8:30 -10:00 Closing the Sale pp. 185-200	August 28
August 31				

Fundamentals

- Provides awareness and understanding of the Sandler Sales Methodology and prepare the new student for participation in upper level classes.

Columbia President's Club

- Provides necessary practice to apply and execute learned behaviors, skills and techniques; and Sandler methodology in specialized selling situations.

Leadership Forum

- Monthly forum designed for the development of business management and leadership skills.