

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
		July 1 8:30 -10:00 Overcoming Call Reluctance pp. 15-28	July 2 8:30-10:00 Advanced Application & Problem Solving	July 3 Office Closed in Observance of July 4 Holiday	August 3 12:00pm-1:30pm Advanced Application & Problem Solving	August 4	August 5 8:30-10:00 Up Front Contract pp. 131-144	August 6 8:30-10:00 Advanced Application & Problem Solving	August 7 10:00-11:30 Identifying Reasons to Buy
July 6 12:00pm-1:30pm Advanced Application & Problem Solving	July 7	July 8 Systematic Selling pp. 1-13 and 67-75	July 9 8:30-10:00 Advanced Application & Problem Solving	July 10 10:00-11:30 Managing Committees	August 10 12:00pm-1:30pm Advanced Application & Problem Solving	August 11 8:30-10:00 Leadership Forum	August 12 8:30 -10:00 Questioning Strategies pp. 77-101	August 13 8:30-10:00 Advanced Application & Problem Solving Greenville Management Class 3:00-5:00	August 14 10:00-11:30 Closing the Sale
July 13 12:00pm-1:30pm Advanced Application & Problem Solving	July 14 8:30-10:00 Leadership Forum	July 15 8:30 -10:00 Breaking Through Your Comfort Zones pp. 29-50	July 16 8:30-10:00 Advanced Application & Problem Solving Greenville Management Class 3:00-5:00	July 17 10:00-11:30 Breaking Through Your Comfort Zone	August 17 12:00pm-1:30pm Advanced Application & Problem Solving	August 18	August 19 8:30 -10:00 Negative Reverse Selling pp. 103-116	August 20 8:30-10:00 Advanced Application & Problem Solving	August 21 10:00-11:30 Referrals
July 20 12:00pm-1:30pm Advanced Application & Problem Solving	July 21	July 22 8:30 -10:00 Formula For Success pp. 51-65	July 23 8:30-10:00 Advanced Application & Problem Solving	July 24 10:00-11:30 Creating a Prospecting Plan	August 24 12:00pm-1:30pm Advanced Application & Problem Solving	August 25 8:30-10:00 Leadership Forum	August 26 8:30 -10:00 Identifying Reasons For Doing Business (Pain) pp. 145-154	August 27 8:30-10:00 Advanced Application & Problem Solving	August 28 10:00-11:30 Identifying Decision Makers
July 27 12:00pm-1:30pm Advanced Application & Problem Solving	July 28 8:30-10:00 Leadership Forum	July 29 8:30 -10:00 Bonding & Rapport pp. 117-129	July 30 8:30-10:00 Advanced Application & Problem Solving	July 31 10:00-11:30 Negative Reverse Selling	August 31 12:00pm-1:30pm Advanced Application & Problem Solving				

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.

Greenville 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.