

March/April 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
March 1	March 2 8:30-10:00 Advanced Application & Problem Solving	March 3	March 4 8:30-10:00 Making Up Front Contract pp. 131-144	March 5				April 1 8:30-10:00 Closing The Sale pp. 185-200	April 2 Office Closed in observance of Good Friday
March 8	March 9 8:30-10:00 Advanced Application & Problem Solving	March 10	March 11 8:30-10:00 Questioning Strategies pp. 77-101	March 12	April 5	April 6 8:30-10:00 Advanced Application & Problem Solving	April 7	April 8 Class Will Not Be Held Today	April 9
March 15	March 16 8:30-10:00 Advanced Application & Problem Solving	March 17	March 18 8:30 -10:00 Identifying Reasons For Doing Business (Pain) pp. 145-154	March 19	April 12	April 13 8:30-10:00 Advanced Application & Problem Solving	April 14	April 15 8:30-10:00 Breaking Through Your Comfort Zone pp. 29-65	April 16
March 22	March 23 8:30-10:00 Advanced Application & Problem Solving	March 24	March 25 8:30-10:00 Qualifying Prospects pp. 155-184	March 26	April 19	April 20 8:30-10:00 Advanced Application & Problem Solving	April 21	April 22 8:30 -10:00 Negative Reverse Selling pp. 103-116	April 23
March 29	March 30 8:30-10:00 Advanced Application & Problem Solving	March 31			April 26	April 27 8:30-10:00 Advanced Application & Problem Solving	April 28	April 29 8:30-10:00 Overcoming Call Reluctance pp. 15-28	April 30

Fundamentals

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

Charleston President's Club

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