

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
March 1 12:00pm-1:30pm Advanced Application & Problem Solving	March 2	March 3 8:30 -10:00 Qualifying Prospects pp. 155-184	March 4 8:30-10:00 Advanced Application & Problem Solving	March 5 10:00-11:30 Identifying Reasons to Buy				April 1 8:30-10:00 Advanced Application & Problem Solving	April Offices Closed in Observance of Good Friday
March 8 12:00pm-1:30pm Advanced Application & Problem Solving	March 9 8:30-10:00 Leadership Forum	March 10 8:30 -10:00 Closing The Sale pp. 185-200	March 11 8:30-10:00 Advanced Application & Problem Solving <b>Greenville Management Class</b>	March 12 10:00-11:30 Creating a Prospecting Plan	April 6 12:00pm-1:30pm Advanced Application & Problem Solving	April 7	April 8 8:30 -10:00 Bonding & Rapport pp. 117-129	April 9 8:30-10:00 Advanced Application & Problem Solving <b>Greenville Management Class</b>	April 10 10:00-11:30 Bonding & Rapport
March 15 12:00pm-1:30pm Advanced Application & Problem Solving	March 16	March 17 8:30 -10:00 30 Second Commercial pp. 201-219	March 18 8:30-10:00 Advanced Application & Problem Solving	March 19 10:00-11:30 Applying Ta to Sales	April 13 12:00pm-1:30pm Advanced Application & Problem Solving	April 14 8:30-10:00 Leadership Forum	April 15 8:30 -10:00 Making Up Front Contracts pp. 131-144	April 16 8:30-10:00 Advanced Application & Problem Solving	April 17 10:00-11:30 Questioning Techniques
March 22 12:00pm-1:30pm Advanced Application & Problem Solving	March 23 8:30-10:00 Leadership Forum	March 24 8:30 -10:00 Overcoming Call Reluctance pp. 15-28	March 25 8:30-10:00 Advanced Application & Problem Solving	March 26 10:00-11:30 Breaking Through Your Comfort Zone	April 20 12:00pm-1:30pm Advanced Application & Problem Solving	April 21	April 22 8:30 -10:00 Questioning Strategies pp. 77-101	April 23 8:30-10:00 Advanced Application & Problem Solving	April 24 10:00-11:30 Negative Reverse Selling
March 29 12:00pm-1:30pm Advanced Application & Problem Solving	March 30	March 31 8:30-10:00 Systematic Selling pp. 1-13 and pp. 67-75			April 27 12:00pm-1:30pm Advanced Application & Problem Solving	April 28 8:30-10:00 Leadership Forum	April 29 8:30 -10:00 Identifying Reasons for Doing Business pp. 145-154	April 30 8:30-10:00 Advanced Application & Problem Solving	10:00-11:30 Uncovering Prospects Budget

#### 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.