

We Offer Public & Private Training Sessions

We Offer Exclusive Programs and Private Talks.

Speak with us to see how we can help you and your company!

Ask your coach about our other offerings:

Fast Track Foundations, Strategic Customer Care, Prospecting Workshops

Contact Us: 248-353-4030

Sandler Coaches:

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Greg Coyne ext. 233

Office Manager:

Dawn Ostrega ext. 221

Client Success Manager:

Lynne Work ext. 226

Sessions and Times

Sandler Foundations (All Virtual)

Monday Mornings 11:30 AM-1:00 PM ET
Monday Afternoons 4:00 PM-5:30 PM ET

Sandler Sales Mastery/Advanced Mastery (Virtual/In-Person)**

Monday Mornings 9:30 AM-11:00 AM ET
Monday Afternoons 2:00 PM-3:30 PM ET

GWA Advanced Mastery (Virtual/In-Person)**

Fridays 8:30 AM-10:00 AM ET

Sales Leaders Growth Series SLGS (Virtual)

One Wednesday per month
11:00 AM-1:00 PM ET

GWA SLGS Check-In (Virtual)

One Wednesday per month
12:30 PM-1:00 PM ET

** Select sessions are both virtual and In-Person.
See calendar for dates

October 2023

Mon	Tue	Wed	Thu	Fri
<p>2</p> <p><u>Advanced Mastery</u> Role Play - Big Presentations</p> <p><u>Foundations</u> Improve Your BAT-ting Average</p>	<p>3</p>	<p>4</p> <p><u>Strategic Customer Care #6</u></p>	<p>5</p>	<p>6</p> <p><u>GWA Mastery**</u> Skill Building & Coaching</p>
<p>9</p> <p><u>No Training</u></p>	<p>10</p>	<p>11</p> <p><u>Strategic Customer Care #7</u></p> <p><u>Prospecting Mastery #1</u></p> <p><u>GWA SLGS Check-In</u></p>	<p>12</p> <p><u>Webinar</u> Acceleration in Turbulent Times</p>	<p>13</p> <p><u>GWA Mastery**</u> Get More Referrals</p>
<p>16</p> <p><u>Sales Mastery**</u> Setting Your Goals</p> <p><u>Foundations</u> Prospecting Behavior</p>	<p>17</p>	<p>18</p> <p><u>Strategic Customer Care #8</u></p> <p><u>Prospecting Mastery #2</u></p>	<p>19</p>	<p>20</p>
<p>23</p> <p><u>Advanced Mastery</u> How to Sell in a Crises</p> <p><u>Foundations</u> Why Have a System</p>	<p>24</p> <p><u>Fast Track Foundations #1</u></p>	<p>25</p> <p><u>SLGS ILT</u></p> <p><u>Strategic Customer Care #9</u></p> <p><u>Prospecting Mastery #3</u></p>	<p>26</p> <p><u>Fast Track Foundations #2</u></p>	<p>27</p> <p><u>GWA Mastery**</u> Priority Management</p>
<p>30</p> <p><u>Sales Mastery**</u> Stay on the Right Side of the Trouble Line</p> <p><u>Foundations</u> Bonding & Rapport</p>	<p>31</p> <p><u>Fast Track Foundations #3</u></p>			

**** Denotes session is virtual (AM/PM) and In-Person (AM only)**

November 2023

Mon

Tue

Wed

Thu

Fri

		<p>1</p> <p><u>Strategic Customer Care #10</u></p> <p><u>Prospecting Mastery #4</u></p>	<p>2</p> <p><u>Fast Track Foundations #4</u></p>	<p>3</p> <p>GWA Mastery** Your Sales Process</p>
<p>6</p> <p>No Sales Mastery Today</p> <p><u>Foundations</u> Elements & Terms of an Up-Front Contract</p>	<p>7</p> <p><u>Fast Track Foundations #5</u></p>	<p>8</p>	<p>9</p> <p><u>Fast Track Foundations #6</u></p>	<p>10</p> <p>GWA Mastery** Skill Building & Coaching</p>
<p>13</p> <p>Sales Mastery** Behavioral Styles</p> <p><u>Foundations</u> Identifying Reasons for Doing Business (PAIN)</p>	<p>14</p> <p><u>Fast Track Foundations #7</u></p>	<p>15</p> <p><u>GWA SLGS Check-In</u></p>	<p>16</p> <p><u>Fast Track Foundations #8</u></p>	<p>17</p> <p>GWA Mastery** Transactional Analysis</p>
<p>20</p>	<p>21</p>	<p>22</p>	<p>23</p>	<p>24</p>
 <p>Happy Thanksgiving No Training This Week</p>				
<p>27</p> <p><u>Advanced Mastery</u> Crucial Conversations</p> <p><u>Foundations</u> Questioning Strategies</p>	<p>28</p>	<p>29</p> <p><u>SLGS ILT</u></p>	<p>30</p>	

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December 2023

Mon

Tue

Wed

Thu

Fri

				1 <u>GWA Mastery**</u> Goal Workshop
4 <u>Sales Mastery**</u> Elements of an Up-Front Contract <u>Foundations</u> Uncovering the Prospect's Budget	5	6	7	8 <u>GWA Mastery**</u> Skill Building & Coaching
11 <u>Advanced Mastery</u> Confirming the Decision Making Process <u>Foundations</u> Identifying the Prospects Decision	12	13	14	15 <u>GWA Mastery**</u> Your Vision for Success
18	19	20	21	22
<p><i>Happy Holidays!</i> <i>Training Resumes on January 5, 2024</i></p>				
25	26	27	28	29

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