

August 2010

Monday	Tuesday	Wednesday	Thursday	Friday
2	3 QS 8:30-10:00AM Identifying the Prospect's Decision Making Process (Sue)	4 QS 8:30-10:00AM Leverage/Value Added Selling (Jana)	5	6
9 8:30-11:30AM Sales Leadership Forum Facilitating Account Management (Jana)	10 QS 8:30-10:00AM Closing the Sale (Fulfillment and Post Sell) (Lynn)	11 PC 8:30-10:00AM Handling Major Stalls & Objections (Lynn)	12	13
16	17 QS 8:30-10:00AM Improving Your BAT-ing Average (Jana)	18 PC 8:30-10:00AM Referral Clinic (Christine)	19	20
23	24 QS 8:30-10:00AM Prospecting Behavior (Jana)	25 PC 8:30-10:00AM Attitude Adjustment (Lynn)	26	27
30	31 QS 8:30-10:00AM Why Have A System? (Sue)			

QS = Quick Start/Foundations **PC** = President's Club