

## December 2009

| Monday   | Tuesday   | Wednesday  | Thursday             | Friday               |
|--|---|--|----------------------|----------------------|
|  | <b>1</b><br><b>QS 8:30-10:00AM</b><br>Advanced<br>Listening &<br>Questioning<br>Techniques (Lynn) | <b>2</b><br><b>PC 8:30-10:00AM</b><br>Strengthen Your<br>Belief Systems<br>(Christine) | <b>3</b>             | <b>4</b>             |
| <b>7</b>   | <b>8</b><br><b>QS 8:30-10:00AM</b><br>Budget/Decision<br>(Jana)                                   | <b>9</b><br><b>PC 8:30-10:00AM</b><br>Developing<br>Your Cookbook for<br>2010 (Lynn)   | <b>10</b>            | <b>11</b>            |
| <b>14</b> 8:30-11:30AM<br><b>Sales Leadership<br/>Forum</b><br>Facilitating Account<br>Management/<br>Managing RFP<br>Process (Jana) | <b>15</b><br><b>QS 8:30-10:00AM</b><br>Close the Sale/<br>Close the File<br>(Sue)                 | <b>16</b><br><b>PC 8:30-10:00AM</b><br>Will 2010 Be Your<br>Best Year Ever?<br>(Lynn)  | <b>17</b>            | <b>18</b>            |
| <b>21</b>  | <b>22</b><br>Holiday  | <b>23</b><br>Holiday   | <b>24</b><br>Holiday | <b>25</b><br>Holiday |
| <b>28</b><br>Holiday   | <b>29</b><br>Holiday  | <b>30</b><br>Holiday   | <b>31</b><br>Holiday |                      |

**QS** = Quickstart    **PC** = President's Club