

July 2010				
Monday	Tuesday	Wednesday	Thursday	Friday
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5	6 QS 8:30-10:00AM Elements & Terms of an Up-Front Contract (Sue)	7 PC 8:30-10:00AM Influence Mapping in Larger Accounts (Christine)	8	9
12 8:30-11:30AM Sales Leadership Forum Recruiting & Hiring (Lynn)	13 QS 8:30-10:00AM Identifying Reasons for Doing Business (Pain) (Jana)	14 PC 8:30-10:00AM Negotiation Skills (Jana)	15	16
19	20 QS 8:30-10:00AM Questioning Strategies (Lynn)	21 PC 8:30-10:00AM The Power of the Pendulum (Lynn)	22	23
26	27 QS 8:30-10:00AM Uncovering the Prospect's Budget (Sue)	28 PC 8:30-10:00AM Networking for Success (Christine)	29	30

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