

June 2010				
Monday	Tuesday	Wednesday	Thursday	Friday
	1 QS 8:30-10:00AM Advanced Listening & Questioning Techniques (Lynn)	2 PC 8:30-10:00AM Team Selling Strategies (Christine)	3	4
7	8 QS 8:30-10:00AM Budget/Decision (Jana)	9 PC 8:30-10:00AM Ego States and the Sales Process (Jana)	10	11
14 8:30-11:30AM Sales Leadership Forum Providing Field Support to Improve Sales Performance (Lynn)	15 QS 8:30-10:00AM Close the Sale/ Close the File (Lynn)	16 PC 8:30-10:00AM Become a Master in the Pain Funnel (Lynn)	17	18
21	22 QS 8:30-10:00AM Why Have A System? (Lynn)	23 PC 8:30-10:00AM Cold Calling Clinic (Sue)	24	25
28	29 QS 8:30-10:00AM The Importance of Bonding & Building Rapport (Sue)	30 PC 8:30-10:00AM Active Listening & Advanced Questioning (Christine)		

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