

September 2010				
Monday	Tuesday	Wednesday	Thursday	Friday
		<b>1</b> <b>PC 8:30-10:00AM</b> Cold Calling Clinic (Sue)	<b>2</b>	<b>3</b>
<b>6</b>	<b>7</b> <b>QS 8:30-10:00AM</b> The Importance of Bonding & Building Rapport (Lynn)	<b>8</b> <b>PC 8:30-10:00AM</b> Strengthen Your Success Triangle (Lynn)	<b>9</b>	<b>10</b>
<b>13</b> 8:30-11:30AM <b>Sales Leadership Forum</b> Interviewing, Assessment and Decision Making (Lynn)	<b>14</b> <b>QS 8:30-10:00AM</b> Elements and Terms of an Up-Front Contract (Jana)	<b>15</b> <b>PC 8:30-10:00AM</b> The Common Denominator of Success (Lynn)	<b>16</b>	<b>17</b>
<b>20</b>	<b>21</b> <b>QS 8:30-10:00AM</b> Identifying Reasons for Doing Business (Pain) (Lynn)	<b>22</b> <b>PC 8:30-10:00AM</b> Networking Your Way to Success (Sue)	<b>23</b>	<b>24</b>
<b>27</b>	<b>28</b> <b>QS 8:30-10:00AM</b> Questioning Strategies (Jana)	<b>29</b> <b>PC 8:30-10:00AM</b> Negative Reverse Selling (Christine)	<b>30</b>	<b>31</b>

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