

Course	Date	# Days	Investment	Code
January				
Prospecting and Cold Calling Like a Pro	Mon. January 5, 2009	1 Day	*\$250.00/pp	SLSM405
Articulating Sales Performance Goals	Tues. January 6, 2009	90min	\$39.00/pp	SDSSP1530
Goal Setting: Achieving Your Goals for 2009	Wed. January 7, 2009	90 min	\$39.00/pp	SDSPI1561
Defining Performance Expectations	Thurs. January 8, 2009	90 min	\$39.00/pp	SDSDL1320
Effective Questioning to Generate	Mon. January 12, 2009	1 Day	*\$250.00/pp	SLSM410
Increasing Productivity Through Time Management	Tues. January 13, 2009	90 min	\$39.00/pp	SDSDL1330
Understanding & Leveraging	Wed. January 14, 2009	1 Day	\$250.00/pp	SLWI670
Hiring Top Producing Salespeople	Thurs. January 15, 2009	90 min	\$39.00/pp	SDSSP1550
Becoming a Skilled Communicator	Fri. January 16, 2009	1 Day	\$250.00/pp	SLCD125
Building Customer Loyalty	Tues. January 20, 2009	90 min	\$39.00/pp	SDSCS1030
Presenting Your Solution	Wed. January 21, 2009	1 Day	*\$250.00/pp	SLSM415
Making Effective Decisions	Thurs. January 22, 2009	90 min	\$39.00/pp	SDSIP1215
Power Negotiating Skills	Mon. January 26, 2009	1 Day	*\$250.00/pp	SLSM450
Productive Meetings	Tues. January 27, 2009	90 min	\$39.00/pp	SDSDL1370
Job Search Bootcamp	Wed. January 28, 2009	1 Day	\$99.00/pp	SLCD175
Time Management for Business Leaders	Thurs. January 29, 2009	90 min	\$39.00/pp	SDSDL1375
February				
Tellin' Ain't Sellin': How Learning to Listen Boosts Your Sales	Mon. February 2, 2009	1 Day	*\$250.00/pp	SLSM470
Building a Productive Team	Tues. February 3, 2009	90 min	\$39.00/pp	SDSTB1440
Building Productive Team Relationships	Thurs. February 5, 2009	90 min	\$39.00/pp	SDSTB1430
Mastering Sales Objections	Mon. February 9, 2009	1 Day	*\$250.00/pp	SLSM420
Developing and Sustaining Trust in Virtual Teams	Tues. February 10, 2009	90 min	\$39.00/pp	MCETC
Identifying and Building on Team Strengths	Thurs. February 12, 2009	90 min	\$39.00/pp	SDSTB1455
Creating a Performance Management Culture	Tues. February 17, 2009	90 min	\$39.00/pp	SDSDL1310
Closing the Sale, Building the Relationship	Wed. February 18, 2009	1 Day	*\$250.00/pp	SLSM455
Empowering Employees through Delegation	Thurs. February 19, 2009	90 min	\$39.00/pp	SDSDL1300
Sales Planning: The Often Overlooked Critical Step	Mon. February 23, 2009	1 Day	*\$250.00/pp	SLSM460
Conducting a Successful Project Post-Mortem	Tues. February 24, 2009	90 min	\$39.00/pp	SDSTB1435
Running Highly Productive Sales Meetings	Thurs. February 26, 2009	90 min	\$39.00/pp	SDSSP1535
Succession Planning: Transferring Leadership	Thurs. & Fri, Feb. 26 & 27, 2009	2 Days	\$500.00/pp	SLWI620
March				
Prospecting and Cold Calling Like a Pro	Mon. March 2, 2009	1 Day	*\$250.00/pp	SLSM405
Challenges of Organizational Change	Tues. March 3, 2009	90 min	\$39.00/pp	SDSIP1220

March 2009 continued				
Job Search Bootcamp	Wed. March 4, 2009	1 Day	\$99.00/pp	SLCD175
Turning Errors Into Opportunities	Thurs, March 5, 2009	90 min	\$39.00/pp	SDSDL1335
Effective Questioning to Generate Interest	Mon. March 9, 2009	1 Day	*\$250.00/pp	SLSM410
Managing Organizational Change	Tues. March 10, 2009	90 min.	\$39.00/pp	SDSIP1225
The Holy Grail: Getting Qualified Referrals	Thurs. March 12, 2009	90 min	\$39.00/pp	SDSSP1555
How to Thrive in a Leadership Role	Fri. March 13, 2009	1 Day	\$250.00/pp	SLLM290
Presenting Your Solution	Mon. March 16, 2009	1 Day	*\$250.00/pp	SLSM415
Accepting and Embracing Change	Tues. March 17, 2009	90 min	\$39.00/pp	SDSIP1230
Coaching for Peak Performance	Thurs. March 18, 2008	90 min	\$39.00/pp	SDSDL1350
Power Negotiating Skills	Mon. March 23, 2009	1 Day	*\$250.00/pp	SLSM450
How to Get the Most out of a Networking Event	Tues. March 24, 2009	90 min	\$39.00/pp	SDSCD160
Defining and Creating Personal and Corporate Visions and Values	Thurs. March 26, 2008	90 min	\$39.00/pp	SDSDL1325
Building, Managing & Leading High Performance Teams	Thurs. & Fri. March 26 & 27, 2009	2 Days	\$500.00/pp	SLLM285
Tellin' Ain't Sellin': How Learning to Listen Boosts Your Sales	Mon. March 30, 2009	1 Day	*\$250.00/pp	SLSM470
Productive Meetings	Tues. March 31, 2009	90 min	\$39.00/pp	SDSDL1370
April				
Developing Salespeople Through Effective Coaching	Thurs. April 2, 2009	90 min	\$39.00/pp	SDSSP1540
Mastering Sales Objections	Mon. April 6, 2009	1 Day	*\$250.00/pp	SLSM420
Presentation Skills: Successfully Handling Difficult Questions	Tues. April 7, 2009	90 min	\$39.00/pp	SDSPR1115
Job Search Bootcamp	Wed. April 8, 2009	1 Day	\$99.00/pp	SLCD175
Tactful Communication Skills	Thurs. April 9, 2009	90 min	\$39.00/pp	SDSTB1460
Closing the Sale, Building the Relationship	Mon. April 13, 2009	1 Day	*\$250.00/pp	SLSM455
Leading Effective Sales Teams	Tues. April 14, 2009	90 min	\$39.00/pp	SDSSP1525
Creating a Performance Management Culture	Thurs. April 16, 2009	90 min	\$39.00/pp	SDSDL1310
Peer Review: Conflict Resolution & Mediation	Fri. April 17, 2009	1 Day	\$250.00/pp	SLWI635
Sales Planning: The Often Overlooked Critical Step	Mon. April 20, 2009	1 Day	*\$250.00/pp	SLSM460
Presentation Skills: Using Visuals to Drive Your Message Home	Tues. April 21, 2009	90 min	\$39.00/pp	SDSPR1120
Turning Errors into Opportunities	Thurs. April 23, 2009	90 min	\$39.00/pp	SDSDL1335
Prospecting and Cold Calling Like a Pro	Mon. April 27, 2009	1 Day	*\$250.00/pp	SLSM405
Leading a Team of Leaders	Tues. April 28, 2009	90 min	\$39.00/pp	SDSDL1355
Email Etiquette	Thurs. April 30, 2009	90 min	\$39.00/pp	SDSWI600
May				
Effective Questioning to Generate Interest	Mon. May 4, 2009	1 Day	*\$250.00/pp	SLSM410
Turning Objections into Opportunities	Tues. May 5, 2009	90 min	\$39.00/pp	SDSSP1515

May 2009 continued				
Teams: A Better Way to Peak Performance	Wed. May 6, 2009	1 Day	\$250.00/pp	SLWI625
Identifying Innovation Opportunities	Thurs. May 7, 2009	90 min	\$39.00/pp	SDSIP1200
Presenting Your Solution	Mon. May 11, 2009	1 Day	*\$250.00/pp	SLSM415
Outbound Phone Sales for Customer Service Representatives	Tues. May 12, 2009	90 min	\$39.00/pp	SDSCS1020
Improving Existing Processes	Thurs. May 14, 2009	90 min	\$39.00/pp	SDSIP1210
Power Negotiating Skills	Mon. May 18, 2009	1 Day	*\$250.00/pp	SLSM450
Planning to Win: How to Present Effectively	Tues. May 19, 2009	90 min	\$39.00/pp	SDSPR1100
Tellin' Ain't Sellin': How Learning to Listen Boosts Your Sales	Wed. May 27, 2009	1 Day	*\$250.00/pp	SLSM470
June				
Mastering Sales Objections	Mon. June 1, 2009	1 Day	*\$250.00/pp	SLSM420
Making Effective Group Decisions	Tues. June 2, 2009	90 min	\$39.00/pp	SDSIP1205
Working as Part of an Effective Team	Thurs. June 4, 2009	90min	\$39.00/pp	SDSTB1400
Closing the Sale, Building the Relationship	Mon. June 8, 2009	1 Day	*\$250.00/pp	SLSM455
Productive Meetings	Tues. June 9, 2009	90 min	\$39.00/pp	SDSDL1370
Changing Conflict into Cooperation	Thurs. June 11, 2009	90 min	\$39.00/pp	SDSTB1420
Sales Planning: The Often Overlooked Critical Step	Mon. June 15, 2009	1 Day	*\$250.00/pp	SLSM460
Attracting Top Producing Salespeople	Tues. June 16, 2009	90 min	\$39.00/pp	SDSSP1545
Designing and Delivering a Group Presentation	Thurs. June 18, 2009	90 min	\$39.00/pp	SDSPR1110
Developing Salespeople Through Effective Coaching	Tues. June 23, 2009	90 min	\$39.00/pp	SDSSP1540
Proactive Productivity through Effective Planning	Thurs. June 25, 2009	90 min	\$39.00/pp	SDSDL1305
Coaching for Peak Performance	Tues. June 30, 2009	90 min	\$39.00/pp	SDSDL1350
* Included as part of The Art & Science of Professional Selling course.				