



# March 2010

## Training Calendar

### Coffman Coaches & Speakers

RB Rick Burgess  
 CC Casey Coffman  
 ED Eric Dunn  
 VC Victor Cascio  
 TC Tamara Cundiff

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<p>1</p> <p><b>Skills</b> Elements of Communication &amp; V.A.K. 1:30 – 3:00 RB</p> <p><b>Essentials – B2B &amp; Services Selling</b> Present / Post-Sell 3:15 – 4:45 ED</p>	<p>2</p> <p><b>Client Development for Licensed Professionals</b> I/R – Comfort Zone - Incl A/B Journal 10:00 – 11:30 ED</p>	<p>3</p> <p><b>Sales Management</b> 8:00 – 9:30 CC</p>	<p>4</p> <p><b>In Home Selling</b> Present/ Post-Sell 7:30 – 9:00 ED</p> <p><b>Commercial/ Industrial Selling</b> UFC – Up Front Contracts 3:00 – 4:30 ED</p>	<p>5</p> <p><b>Skills</b> Practice &amp; Preparation 8:15 – 9:45 CC</p> <p><b>Essentials – B2B &amp; Services Selling</b> Goal Setting (bring Goal Setting section in Playbook) 10:00 – 11:30 RB</p> <p><b>ESSENTIALS Program Orientation</b> 1:30 – 3:30 CC ED RB VC TC</p>
<p>8</p> <p><b>Medical Industry Selling</b> Healthy Cookbook I 8:30 – 10:00 RB</p> <p><b>Skills</b> Problem Solving 1:30 – 3:00 CC</p> <p><b>Essentials – B2B &amp; Services Selling</b> Referrals 3:15 – 4:45 ED</p>	<p>9</p> <p><b>Software &amp; Technology Selling</b> Referrals 8:30 – 10:00 RB</p>	<p>10</p>	<p>11</p> <p><b>In Home Selling</b> Referrals 7:30 – 9:00 ED</p> <p><b>Commercial/ Industrial Selling</b> PAIN 3:00 – 4:30 RB</p>	<p>12</p> <p><b>Skills</b> Practice &amp; Preparation 8:15 – 9:45 CC</p> <p><b>Essentials – B2B &amp; Services Selling</b> B/R Pattern Interrupt 10:00 – 11:30 TC</p>
<p>15</p> <p><b>Skills</b> Avoiding the Chase 1:30 – 3:00 RB</p> <p><b>Essentials – B2B &amp; Services Selling</b> Goal Setting (bring Goal Setting section in Playbook) 3:15 – 4:45 VC</p>	<p>16</p> <p><b>Client Development for Licensed Professionals</b> Questioning Techniques 10:00 – 11:30 RB</p>	<p>17</p> <p><b>Insurance Mastermind Group</b> 10:00 – 11:30 ED</p>	<p>18</p> <p><b>In Home Selling</b> Goal Setting 7:30 – 9:00 RB</p> <p><b>Entrepreneur Mastermind Group</b> 11:30 – 1:00 CC</p> <p><b>Commercial/ Industrial Selling</b> I/R – Comfort Zone 3:00 – 4:30 ED</p>	<p>19</p> <p><b>Skills</b> <b>NO CLASS</b></p> <p><b>Essentials – B2B &amp; Services Selling</b> <b>NO CLASS</b></p>
<p>22</p> <p><b>Medical Industry Selling</b> Healthy Cookbook II 8:30 – 10:00 RB</p> <p><b>Skills</b> Decision Steps 1:30 – 3:00 CC</p> <p><b>Essentials – B2B &amp; Services Selling</b> B/R Pattern Interrupt 3:15 – 4:45 ED</p>	<p>23</p> <p><b>Software &amp; Technology Selling</b> I/R - Comfort Zone 8:30 – 10:00 RB</p>	<p>24</p>	<p>25</p> <p><b>In Home Selling</b> B/R Pattern Interrupt 7:30 – 9:00 ED</p> <p><b>Commercial/ Industrial Selling</b> Questioning Techniques 3:00 – 4:30 ED</p>	<p>26</p> <p><b>Skills</b> Practice &amp; Preparation 8:15 – 9:45 RB</p> <p><b>Essentials – B2B &amp; Services Selling</b> PAIN – definition, funnel 10:00 – 11:30 TC</p>
<p>29</p> <p><b>Skills</b> Identity &amp; Role 1:30 – 3:00 CC</p> <p><b>Essentials – B2B &amp; Services Selling</b> UFC – Up Front Contracts 3:15 – 4:45 VC</p>	<p>30</p>	<p>31</p>	<p><b>ATTENTION!</b> <b>CLASS CANCELLATION POLICY:</b> Coffman Group follows Shawnee Mission School District in determining when to cancel class due to severe weather.</p>	