

Mastering Sales Magnetism Advanced Sales Course

Starting July 5, 2010

Two weeks are allocated for each Module:

July 5 – July 16	<u>Module 1</u> : Introduction to Sales Magnetism
July 20 – July 22	Kickoff Session (Face-to-face in Charlotte, NC)
July 26 – Aug. 6	<u>Module 2</u> : Mastering Goal Achievement
Aug. 9 – Aug. 20	<u>Module 3</u> : Developing a Prospecting System
Aug. 19: 4:00 pm	Discussion of Modules 2 & 3 (Teleconference)
Aug. 23 – Sept. 3	<u>Module 4</u> : Defining your Bull's Eye Market
Sept. 6 – Sept. 17	<u>Module 5</u> : Creating a Killer Positioning Statement
Sept. 16: 4:00pm	Discussion of Modules 4 & 5 (Teleconference)
Sept. 20 – Oct. 1	<u>Module 6</u> : Warming Up Calls
Oct. 4 – Oct. 15	<u>Module 7</u> : Mastering Networking
Oct. 14: 4:00pm	Discussion of Modules 6 & 7 (Teleconference)
Oct. 18 – Oct. 29	<u>Module 8</u> : Implementing Advanced Prospecting Methods
Nov. 1 – Nov. 12	<u>Module 9</u> : Testing for Fit
Nov. 11: 4:00pm	Discussion of Modules 8 & 9 (Teleconference)
Nov. 15 – Nov. 26	<u>Module 10</u> : Maintaining and Building Relationships
Dec. 7 – Dec. 8	Magnetic Milestone (Face-to-face in Charlotte, NC)

Mentor Training Calls:

1. Jun. 28, 3:30pm
2. Sept. 20, 3:30pm