



# MAY 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
3	4	5	6	7
<b>9:00am-Noon</b> RIGHT TRACK REFRESHER  <b>1:00-4:00pm</b> UP FRONT CONTRACTS	<b>7:30-9:00am</b> EARLY BIRD			
10	11	12	13	14
	<b>7:30-9:00am</b> EARLY BIRD	<b>9:00am-Noon</b> PROSPECTING LARGE COMPANIES  <b>1:00-4:00pm</b> TRASH REMOVAL		
17	18	19	20	21
	<b>7:30-9:00am</b> EARLY BIRD  <b>1:00-4:00pm</b> NEGATIVE REVERSING			
24	25	26	27	28
	<b>7:30-9:00am</b> EARLY BIRD	<b>9:00am-Noon</b> BAT CLINIC  <b>1:00-4:00pm</b> YOUR MONEY MY MONEY		
31				
<b>Office Closed for Holiday</b>				

## RIGHT TRACK REFRESHER

Spend three hours going through the high points of the entire Right Track classes. If you have been away from The Right Track for some time, or are looking for a quick reenergized version without the 15 hours class time, this is for you.

## UP FRONT CONTRACTS

Learn how to set up prospects and avoid objections before the appointment begins.

## PROSPECTING LARGE COMPANIES

Have you gotten comfortable prospecting companies who bring mid-range sales? Get out of your comfort zone and learn how to go after the large companies with possible tickets of \$100,000.00 or more.

## TRASH REMOVAL

You know the move—Why won't the words come out of your mouth? Come learn how to erase those self-limiting old "tapes".

## NEGATIVE REVERSING

You've heard of "reversing" but you never seem to get it to work for you, find out why.

## BAT CLINIC

Beyond "B.A.T.," what else is necessary to make the model profitable for you?

## YOUR MONEY MY MONEY

They have money, we need them to share details about it, and we need it to be enough to pay our price.