

SUN	MON	TUE	WED	THU	FRI	SAT
	<b>Sept 28</b>	<b>Sept 29</b>	<b>Sept 30</b>	<b>1</b>	<b>2</b>	<b>3</b>
<b>4</b>	<b>5</b>	<b>6</b> Advanced Sales: Level 1 Advanced Sales Program (Day 1)	<b>7</b> Objections: Level 1 Advanced Sales Program (Day 2)	<b>8</b> Leasing for Salespeople (9-1pm) Prospecting & Follow-Up (1-5pm) Advanced Sales Program (Day 3)	<b>9</b> Phone Ups: Level 1 Advanced Sales Program (Day 4)	<b>10</b>
<b>11</b>	<b>12</b> Advanced Service Advisor Techniques Advanced Service Advisor Program (Day 1)	<b>13</b> Advanced Sales Management Advanced Sales Management Program (Day 1) Understanding the Service Customer (9-1pm) Service Advisor Phone Techniques (1-5pm) Advanced Service Advisor Program (Day 2)	<b>14</b> Leadership / Coaching (9-1pm) Leasing for Managers (1-5pm) Advanced Sales Management Program (Day 2) Effective Service Walk Arouds (9-1pm) Advanced Service Advisor Program (Day 3)	<b>15</b> Adv. Mgmt. Negotiations (9-1pm) Hiring/ Motivation (1-5pm) Advanced Sales Management Program (Day 3)	<b>16</b> Train the Trainer (9-1pm) Adv Used Car Mgmt (1-5pm) Advanced Sales Management Program (Day 4)	<b>17</b>
<b>18</b>	<b>19</b> Entry Level Sales (Day 1)	<b>20</b> Entry Level Sales (Day 2)	<b>21</b> Entry Level Sales (Day 3)	<b>22</b> Entry Level Sales (Day 4)	<b>23</b> Entry Level Sales (Day 5)	<b>24</b>
<b>25</b>	<b>26</b> Social Media Marketing for Salespeople	<b>27</b> Business Etiquette (9-1pm) Common Mistakes Salespeople Make (1-5pm)	<b>28</b>	<b>29</b>	<b>30</b>	