

Exceed Your Numbers Webinar Series

The Winning Combination of High Aptitude Talent, Culture and Leadership

Please join your
host **Dan Diachenko**
(PeopleProductive)
and our speakers
Dave Trapani
(Sandler) and
Frank Wander
(PeopleProductive).



Sandler Training



The Series

What is Sales Performance Engineering?
September 16, 8:30 – 8:55

The Power of High Aptitude Talent
"Acquire the best seed"
September 30, 8:30 – 8:55

Upskilling Leaders for Remote Working
and Remote Selling
October 14, 8:30 – 8:55

Creating Accountability Without
Micromanagement
October 28, 8:30 – 8:55

Performance Enhancing Culture
"Put the best seed in rich soil
(your culture)"
November 11, 8:30 – 8:55

Understanding the True Cost of a Bad Hire
"The cost of time-to-competency"
November 25, 8:30 – 8:55

Predictive Analytics for Sales
"Uncovering the most profitable
strategies"
December 9, 8:30 – 8:55

Upskilling the Movable Middle
"There is no higher return than increasing
sales from your existing workforce"
December 23, 8:30 – 8:55