

2025 Mastery Syllabus

Offering TWO times to attend:

Morning	Afternoon	Time Zone
8:30 am – 10:00 am	1:00 pm – 2:30 pm	CST
9:30 am – 11:00 am	2:00 pm – 3:30 pm	EST

Zoom Link:

<https://us06web.zoom.us/j/81734061377?pwd=VOU3MkdJRTdiZXBDV2tla2RqTzFHZz09>

- **Expert Certification Coursework**, copy and paste this link into your browser:
https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&in_language_identifier=en-us&org=f44668754&in_redirecturl=deeplinklp%3D48139818
- **Mastery Coursework**, copy and paste this link into your browser:
https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&in_language_identifier=en-us&org=f44668754&in_redirecturl=deeplinklp%3D44906842
- **AM Session Recordings**, copy and paste this link into your browser:
https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&in_language_identifier=en-us&org=f44668754&in_redirecturl=deeplinkoffering%3D48986514
- **PM Session Recordings**, copy and paste this link into your browser:
https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&in_language_identifier=en-us&org=f44668754&in_redirecturl=deeplinkoffering%3D48986616
- **Expert Certification Session Recordings**, copy and paste this link into your browser:
https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&in_language_identifier=en-us&org=f44668754&in_redirecturl=deeplinkoffering%3D50396560
- *If a session recording is reviewed for attendance make-up purposes, participants should submit a Lessons Learned survey and email confirmation to: mena.gonzalez@sandler.com

Date	Topic	Pre-Work
Monday, January 6 th	Qualifying Pain	Tool will be given to you in class
Monday, January 13th	Expert Certification Class – Creating Your Prospecting Plan	https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&org=f44668694&in_language_identifier=en-us&in_redirecturl=deeplinkoffering%3D48147038
Monday, January 27 th	Pre-Call Planning	Tool will be given to you in class
Monday, February 3 rd	Expert Certification Class – Breaking Through Your Comfort Zone	https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&org=f44668694&in_language_identifier=en-us&in_redirecturl=deeplinkoffering%3D48141005
Monday, February 10 th	Ultimate UFC – Closing for a Decision	Tool will be given to you in class
Monday, February 24 th	Identifying and Accessing Key Decision-Makers	Tool will be given to you in class
Monday, March 3 rd	Ghost-Busting the Sandler Way	Tool will be given to you in class
Monday, March 10th	Expert Certification Class – Uncovering Truth Behind Stalls and Objections	https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&org=f44668694&in_language_identifier=en-us&in_redirecturl=deeplinkoffering%3D48146598
Monday, March 17 th	Your Top 5 Loaded Questions	Tool will be given to you in class
Monday, March 24 th	Pain Indicators by Buyer Persona	Tool will be given to you in class
Monday, March 31 st	Managing Mindsets (I/R and Self-Limiting Beliefs)	Tool will be given to you in class
Monday, April 7th	Expert Certification Class – Essential Investment Conversations	https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&org=f44668694&in_language_identifier=en-us&in_redirecturl=deeplinkoffering%3D48146727
Monday, April 14 th	Understanding PAC	302 Accelerators
Monday, April 21 st	Captivating Attention with Email and Text	Tool will be given to you in class
Monday, April 28 th	PAC in Sales Process – Practicing	302 Accelerators
Monday, May 5th	Expert Certification Class – Equipping Buyers to Champion Your Solution	https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&org=f44668694&in_language_identifier=en-us&in_redirecturl=deeplinkoffering%3D48146728
Monday, May 12 th	Generating Referrals	Tool will be given to you in class

Monday, May 19 th	The Prospecting Mindset	Tool will be given to you in class
Monday, June 2 nd	SVIC – Getting Commitment to Change	304 Getting Commitments Throughout the Sales Process 304.1 Accelerator
Monday, June 9th	Expert Certification Class – Understanding Your Buyer’s Communication Style	https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&org=f44668694&in_language_identifier=en-us&in_redirecturl=deeplinkoffering%3D48140759
Monday, June 16 th	Practicing the SVIC Process	304 Getting Commitments Throughout the Sales Process 304.2 Accelerator
Monday, June 23 rd	Developing Successful Habits	Tool will be given to you in class
Monday, June 30 th	Executive Level Decisions – Do You Have a Champion of Coach?	308 accelerators
Monday, July 14th	Expert Certification Class – Executing a No-Pressure Call	https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&org=f44668694&in_language_identifier=en-us&in_redirecturl=deeplinkoffering%3D48140815
Monday, July 21 st	Post Selling all Decisions	Tool will be given to you in class
Monday, July 28 th	Elevating Your Up-Front Contract	Tool will be given to you in class
Monday, August 4 th	Principles of Influence – How Sandler Correlates	Tool will be given to you in class
Monday, August 11th	Expert Certification Class – Negative Reverse Selling	https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&org=f44668694&in_language_identifier=en-us&in_redirecturl=deeplinkoffering%3D48146600
Monday, August 18 th	Investment – Bus Acumen	307 Accelerators
Monday, August 25 th	Identifying and Accessing Key Decision-Makers	Tool will be given to you in class
Monday, September 8 th	Account Management	Tool will be given to you in class
Monday, September 15th	Expert Certification Class – Guiding Your Buyer’s Decisions Process	https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&org=f44668694&in_language_identifier=en-us&in_redirecturl=deeplinkoffering%3D48146603
Monday, September 22 nd	AI in Selling – What’s New and How Can I Use it?	Tool will be given to you in class
Monday, September 29 th	Pain Indicators by Buyer Persona	Tool will be given to you in class

Monday, October 6 th	Wheel of Life – Motivational Concepts	301 Accelerators
Monday, October 13th	Expert Certification Class – Understanding Your Communication Style as a Seller	https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&org=f44668694&in_language_identifier=en-us&in_redirecturl=deeplinkoffering%3D48140731
Monday, October 20 th	Learning the 8 Negotiation Leverage Points Most Important in a Successful Outcome	Tool will be given to you in class
Monday, October 27 th	Captivating Attention with Email and Text	Tool will be given to you in class
Monday, November 3 rd	Understanding and Practicing the 3-Step Negotiation Process with the Correct Leverage in Place	Tool will be given to you in class
Monday, November 17th	Expert Certification Class – Differentiating Through the Pattern Interrupt	https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&org=f44668694&in_language_identifier=en-us&in_redirecturl=deeplinkoffering%3D48140787
Monday, December 1 st	Journaling – Being Your Best	Tool will be given to you in class
Monday, December 8 th	Expert Certification Class – Pain Discovery Workshop	https://learn.sandler.com/lmt/xlr8login.login?site=sandler&in_region=us&org=f44668694&in_language_identifier=en-us&in_redirecturl=deeplinkoffering%3D48146557
Monday, December 15 th	Stump the Trainer	Tool will be given to you in class