

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?

January 20, 8:30 - 8:55 am ET.

**The Power of High Aptitude Talent
"Acquire the best seed"**

February 17, 8:30 - 8:55 am ET.

**Upskilling Leaders for Remote Working
and Remote Selling**

March 3, 8:30 - 8:55 am ET.

**Creating Accountability Without
Micromanagement**

March 17, 8:30 - 8:55 am ET.

**Performance Enhancing Culture
"Put the best seed in rich soil
(your culture)"**

March 31, 8:30 - 8:55 am ET.

**Understanding the True Cost of a Bad Hire
"The cost of time-to-competency"**

April 14, 8:30 - 8:55 am ET.

**Predictive Analytics for Sales
"Uncovering the most profitable
strategies"**

April 28, 8:30 - 8:55 am ET.

**Upskilling the Movable Middle
"There is no higher return than increasing
sales from your existing workforce"**

May 12, 8:30 - 8:55 am ET.