

# MAPP I Training Schedule through November 2009

## Start of New MAPP Training Webinar Cycle

Date/Time	MAPP Training
Monday, October 19 2:30 – 4:00 p.m. Mountain Time	Six Step Sales Ladder <a href="#">Click here</a> to register
Friday, October 23 9-10:30 a.m. Mountain Time	MAPP Prospecting Calls <a href="#">Click here</a> to register
Monday, October 26 2:30 – 4:00 p.m. Mountain Time	Objections versus Resistance <a href="#">Click here</a> to register
Friday, October 30 9-10:30 a.m. Mountain Time	The One-on-One Meeting <a href="#">Click here</a> to register
Monday, November 9 2:30 – 4:00 p.m. Mountain Time	Preparing the Guest Advisor and Board Members for the Guest Advisor Visit <a href="#">Click here</a> to register
Friday, November 20 9-10:30 a.m. Mountain Time	Using the Performance Guarantee <a href="#">Click here</a> to register
Monday, November 23 2:30 – 4:00 p.m. Mountain Time	Selling Against Your Greatest Competition <a href="#">Click here</a> to register