

# Velocity International Marketing Training Calendar

## March 2010

(507) 726-3335 PIN 8325#

| Sunday   | Monday   | Tuesday  | Wednesday  | Thursday  | Friday           | Saturday   |
|--|--|--|--|---|------------------|--|
|  | <p><b>1</b></p> <p><b>5:00pm CST</b> Let's Get Your Business Started</p> <p><b>7:00pm CST</b> Basic Qualifying Questions</p> | <p><b>2</b></p> <p><b>5:00pm CST</b> Step 2, How do I invite People?</p> <p><b>7:00pm CST</b> Buffers</p>              | <p><b>3</b></p> <p><b>5:00pm CST</b> Step 3, Introducing the Business Side</p>     | <p><b>4</b></p> <p><b>5:00pm CST</b> Compensation Plan</p> <p><b>7:00pm CST</b> Testimonail Training</p>              | <p><b>5</b></p>  | <p><b>6</b></p> <p><b>10:00am CST</b> How to Structure My Business</p> |
| <p><b>7</b></p>  | <p><b>8</b></p> <p><b>5:00pm CST</b> Step 4, Determining Your Prospects Interest</p> <p><b>7:00pm CST</b> Easy Exits</p>     | <p><b>9</b></p> <p><b>5:00pm CST</b> Step 5, Get that Positive Decision</p> <p><b>7:00pm CST</b> MAPP Formula</p>      | <p><b>10</b></p> <p><b>5:00pm CST</b> Step 6, Get Your New Team Member Started</p> | <p><b>11</b></p> <p><b>5:00pm CST</b> Virtual Office Training</p> <p><b>7:00pm CST</b> Product Training</p>           | <p><b>12</b></p> | <p><b>13</b></p> <p><b>10:00am CST</b> Team Retention</p>              |
| <p><b>14</b></p>   | <p><b>15</b></p> <p><b>5:00pm CST</b> Let's Get Your Business Started</p> <p><b>7:00pm CST</b> Commitment Stage</p>          | <p><b>16</b></p> <p><b>5:00pm CST</b> Step 2, How do I invite People?</p> <p><b>7:00pm CST</b> Demonstration Stage</p> | <p><b>17</b></p> <p><b>5:00pm CST</b> Step 3, Introducing the Business Side</p>    | <p><b>18</b></p> <p><b>5:00pm CST</b> Compensation Plan</p> <p><b>7:00pm CST</b> Time Management Training</p>         | <p><b>19</b></p> | <p><b>20</b></p> <p><b>10:00am CST</b> Compensation Plan Training</p>  |
| <p><b>21</b></p>   | <p><b>22</b></p> <p><b>5:00pm CST</b> Step 4, Determining Your Prospects Interest</p> <p><b>7:00pm CST</b> The Solution</p>  | <p><b>23</b></p> <p><b>5:00pm CST</b> Step 5, Get that Positive Decision</p> <p><b>7:00pm CST</b> Open Q and A</p>     | <p><b>24</b></p> <p><b>5:00pm CST</b> Step 6, Get Your New Team Member Started</p> | <p><b>25</b></p> <p><b>5:00pm CST</b> Virtual Office Training</p> <p><b>7:00pm CST</b> Compensation Plan Training</p> | <p><b>26</b></p> | <p><b>27</b></p> <p><b>10:00am CST</b> Virtual Office Training</p>     |
| <p><b>28</b></p>   |  |  |  |   |                  |  |
| Velocity University Training Center (507) 726-3335 PIN 8325# |  |  |  |   |                  |  |