



## Sales Curriculum

Week	Series	Trainer	Selected Episode	Length	Date Completed
	<b>Trac 1- The Purpose of Selling-</b>	Jim Cathcart-	<u>Relationship Selling</u> - Ep. 1	(27:30)	_____
	<b>Trac 2- The Purpose of Selling-</b>	Jim Cathcart-	<u>The Metrics of Sales Success</u> - Ep.3	(28:24)	_____
	<b>Trac 3- The Purpose of Selling-</b>	Jim Cathcart-	<u>The 8 Competencies of Selling</u> - Ep.4	(28:30)	_____
	<b>Trac 4- The Purpose of Selling-</b>	Jim Cathcart-	<u>Up-Serving for Great Sales</u> - Ep.5	(21:29)	_____
	<b>Trac 5- The Purpose of Selling-</b>	Jim Cathcart-	<u>Face-to-Face Selling</u> - Ep.7	(21:30)	_____
	<b>Trac 6- The Purpose of Selling-</b>	Jim Cathcart-	<u>i-Contact Skills for Today's Digital World</u> - Ep.9	(21:30)	_____
	<b>Trac 7- The Purpose of Selling-</b>	Jim Cathcart-	<u>Sales Negotiation</u> - Ep.10	(21:30)	_____
	<b>Trac 8- The Purpose of Selling-</b>	Jim Cathcart-	<u>Selling to the Differences in People</u> - Ep.11	(21:30)	_____
	<b>Trac 9- True Performance-</b>	Zig Ziglar-	<u>Integrity</u> - Ep.1	(21:30)	_____
	<b>Trac 10- True Performance-</b>	Zig Ziglar-	<u>Attitude</u> - Ep.2	(28:30)	_____
	<b>Trac 11- True Performance-</b>	Zig Ziglar-	<u>Goals</u> - Ep.3	(28:34)	_____
	<b>Trac 12- True Performance-</b>	Zig Ziglar-	<u>Self-Esteem</u> - Ep.5	(21:30)	_____
	<b>Trac 13- True Performance-</b>	Zig Ziglar-	<u>Leadership</u> - Ep.8	(21:30)	_____
	<b>Trac 14- True Performance-</b>	Zig Ziglar-	<u>Loyalty</u> - Ep.2	(21:30)	_____
	<b>Trac 15- Communicate with Confidence</b>	– Dianna Booher –	<u>Resolving Conflict</u> (Ep.1)	(27:30)	_____
	<b>Trac 16- Communicate with Confidence</b>	– Dianna Booher –	<u>Listening Until You Really Hear</u> (Ep.3)	(21:25)	_____
	<b>Trac 17- Every Word Matters-</b>	George Walther-	<u>Say What You Mean &amp; Get What You Want</u> - Ep.1	(29:04)	_____
	<b>Trac 18- Every Word Matters-</b>	George Walther-	<u>Projecting Positive Expectations</u> - Ep.2	(21:29)	_____
	<b>Trac 19- Every Word Matters-</b>	George Walther-	<u>What Comes Out of Your Mouth, Goes into...</u> - Ep.3	(28:39)	_____
	<b>Trac 20- Every Word Matters-</b>	George Walther-	<u>Rebounding Resiliently</u> - Ep. 5	(29:39)	_____