



Sales Curriculum #2

Week	Series	Trainer	Selected Episode	Length	Date Completed
	Trac 1- High Performers-	Don Hutson-	<u>Attitude and Motivation Make the Difference</u> - Ep.1	(29:04)	_____
	Trac 2- High Performers-	Don Hutson-	<u>Success Through Intense Customer Focus-</u> Ep.2	(26:45)	_____
	Trac 3- High Performers-	Don Hutson-	<u>Goal Setting for Success-</u> Ep.3	(27:30)	_____
	Trac 4- High Trust Selling-	Todd Duncan-	<u>The Law of the Iceberg-</u> Ep.1	(27:04)	_____
	Trac 5- High Trust Selling-	Todd Duncan-	<u>The Law of the Summit-</u> Ep.2	(21:45)	_____
	Trac 6- High Trust Selling-	Todd Duncan-	<u>The Law of the Shareholder-</u> Ep.3	(21:45)	_____
	Trac 7- High Trust Selling-	Todd Duncan-	<u>The Law of the Hourglass-</u> Ep.6	(21:45)	_____
	Trac 8- The Winner's Edge-	Denis Waitley-	<u>The Winner's Edge-</u> Ep.1	(25:00)	_____
	Trac 9- The Winner's Edge-	Denis Waitley-	<u>Winners Believe with Passion-</u> Ep.2	(29:45)	_____
	Trac 10- Success Stories-	Ron White-	<u>Ten Commandments of Selling-</u> Ep.4	(21:45)	_____
	Trac 11- People IQ-	Tony Alessandra-	<u>Platinum Rule for Selling-</u> Ep.4	(21:45)	_____
	Trac 12- People IQ-	Tony Alessandra-	<u>Time Management-</u> Ep.16	(21:45)	_____