

Live Streamed Workshops

400 Washington Street • Suite 302 • Braintree, MA 02184

Telephone: (781) 848-0993

General Information Web Site: <http://www.gnatraining.com>

October 2020

11:30 a.m. to 1:00 p.m. ** Thursday workshop ** (Register for Braintree or live stream)
10/1 [Bonding & Rapport with NLP](#) - SCC (Guests welcome one time)
Facilitated by Greg Nanigian

11:30 a.m. to 1:00 p.m. ** Thursday workshop ** (Register for Braintree or live stream)
10/8 [Pain Step](#) - SCC (Guests welcome one time)
Facilitated by Jeff Morgenthaler

11:30 a.m. to 1:00 p.m. ** Thursday workshop ** (Register for Braintree or live stream)
10/15 [Pipeline Challenges and Closing Clinic](#) (Guests welcome one time)
Facilitated by Greg Nanigian

11:30 a.m. to 1:00 p.m. ** Thursday workshop ** (Register for Braintree or live stream)
10/22 [Decision, Fulfillment & Post-Sell](#) - SCC (Guests welcome one time)
Facilitated by Andrew Botieri

11:30 a.m. to 1:00 p.m. ** Thursday workshop ** (Register for Braintree or live stream)
10/29 [Goal Setting](#) - SCC (Guests welcome one time)
Facilitated by Greg Nanigian

November 2020

11:30 a.m. to 1:00 p.m. ** Thursday workshop ** (Register for Braintree or live stream)
11/5 [Sandler System and Bonding and Rapport](#) - SCC (Guests welcome one time)
Facilitated by Jeff Morgenthaler

11:30 a.m. to 1:00 p.m. ** Thursday workshop ** (Register for Braintree or live stream)
11/12 [Pipeline Challenges and Closing Clinic](#) (Guests welcome one time)
Facilitated by Greg Nanigian

11:30 a.m. to 1:00 p.m. ** Thursday workshop ** (Register for Braintree or live stream)
11/19 [Up-Front Contracts](#) - SCC (Guests welcome one time)
Facilitated by Jeff Morgenthaler

11/26 No Class - Thanksgiving

December 2020

11:30 a.m. to 1:00 p.m. ** Thursday workshop ** (Register for Braintree or live stream)
12/3 [Uncovering the Prospect's Budget](#) - SCC (No guests)
Facilitated by Jeff Morgenthaler

08:00 a.m. to 12:00 p.m. ** Thursday workshop ** (Register for Braintree or live stream)
12/10 [How to Negotiate with Different Personality Styles](#) - SCC
Facilitated by Jeff Morgenthaler (Guests welcome one time)

11:30 a.m. to 1:00 p.m. ** Thursday workshop ** (Register for Braintree or live stream)
12/17 [Pipeline Challenges and Closing Clinic](#) (Guests welcome one time)
Facilitated by Greg Nanigian

12/24 No Class - Christmas Break

12/31 No Class - Christmas Break

Live streaming workshops will be recorded.

Guests are welcome by advance notice - please respect one class and meeting limit.

NOTE: Advance registration is required as programs can reach capacity.

For registration assistance call (781) 848-0993 or e-mail cs1@gnatraining.com

Strategic Customer Care classes are denoted with "SCC".

400 Washington Street • Suite 302 • Braintree, MA 02184

400 TradeCenter Drive, Suite 5900, Woburn, MA 01801

200 Clarendon St • 19th Floor • Boston, MA 02116

"98% of the population want to feel OK about themselves."