

# SEPTEMBER 2022

PROFESSIONAL SELLING EVENTS  
NO PAPER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21 Establish Event	22	23	24
25	26 Research and Understand Prompt	27	28	29	30	

# OCTOBER 2022

## PROFESSIONAL SELLING EVENTS NO PAPER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
						1
2	3	4	5	6	7	8
Research Companies Doing This (prompt) Well/Not So Good						
9	10	11	12	13	14	15
Research Companies That Provide Services/Products in Project						
16	17	18	19	20	21	22
Decide What Services/Products Would Lend Best to Your Project						
23	24	25	26	27	28	29
Develop Sales Plan to Meet Customers Needs						
30	31					

# NOVEMBER 2022

PROFESSIONAL SELLING EVENTS  
NO PAPER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		1 Continue to Develop Sales Plan	2	3	4	5
6 Continue to Develop Sales Plan	7	8	9	10	11	12
13 Develop Plan to Close the Sale	14	15	16	17	18	19
20 STUDY FOR TEST	21	22	23	24	25	26
27	28	29	30			

# DECEMBER 2022

## PROFESSIONAL SELLING EVENTS NO PAPER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1 Study for Test	2	3
4 Study for Test	5	6	7	8 Testing Window	9	10
11	12 Testing Window	13	14 Begin Visual Aids/Presentation	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

# JANUARY 2023

## PROFESSIONAL SELLING EVENTS NO PAPER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
1	2 Visual Aids/Presentation Finalized	3	4 PRACTICE PRESENTATION	5 PRACTICE PRESENTATION	6	7
8 PRACTICE PRESENTATION	9 PRACTICE PRESENTATION	10	11 D2 D10	12	13	14
15	16	17	18 D6 D9	19 D1	20	21 D3
22	23	24 D7	25 D11	26	27	28 D5
29	30 MAKE EDITS BASED ON JUDGE FEEDBACK/SCORES	31				

# FEBRUARY 2023

## PROFESSIONAL SELLING EVENTS NO PAPER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			1	2	3	4
	MAKE EDITS BASED ON JUDGE FEEDBACK/SCORES				Study for Test	
5	6	7	8	9	10	11
Study for Test						
12	13	14	15	16	17	18
	Testing Window			Begin edits on presentation + visuals		
19	20	21	22	23	24	25
Edit presentation + visuals					Finalize presentation + visuals	
26	27	28	MARCH 1	MARCH 2	MARCH 3	MARCH 4
PRACTICE PRESENTATION	PRACTICE PRESENTATION	PRACTICE PRESENTATION	PRACTICE PRESENTATION	PRACTICE PRESENTATION	PRACTICE PRESENTATION	PRACTICE PRESENTATION
MARCH 5	MARCH 6	MARCH 7	MARCH 8	MARCH 9	MARCH 10	MARCH 11
PRACTICE PRESENTATION	PRACTICE PRESENTATION	PRACTICE PRESENTATION		SCDC!!!!	SCDC!!!!	SCDC!!!!