

+ Focused

# RESULTS

# 2026 TRAINING SCHEDULE

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All training runs from 9 am to 12 pm ET, except the Pacific training, which runs from 9 am to 12 pm PT (12 pm to 3 pm ET)

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## SPRING 2026

### BRANCH MANAGER BOOTCAMP

#### SERIES 1:

1. JANUARY 14
2. FEBRUARY 11
3. MARCH 11
4. APRIL 8

#### SERIES 2:

1. JANUARY 29
2. FEBRUARY 26
3. MARCH 26
4. APRIL 23

#### PACIFIC:

1. JANUARY 13
2. FEBRUARY 10
3. MARCH 10
4. APRIL 7

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### WOWING THE CLIENT

#### EASTERN:

FEBRUARY 25

#### PACIFIC:

FEBRUARY 24

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### OUTSIDE CALLING SCHOOL

#### EASTERN:

1. FEBRUARY 5
2. FEBRUARY 12

#### PACIFIC:

1. FEBRUARY 4
2. FEBRUARY 18

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## 2026 TRAINING SCHEDULE

All training runs from 9 am to 12 pm ET, except the Pacific training, which runs from 9 am to 12 pm PT (12 pm to 3 pm ET)

### SUMMER 2026

#### BRANCH MANAGER BOOTCAMP

##### SERIES 1:

- 1. MAY 20
- 2. JUNE 17
- 3. JULY 15
- 4. AUGUST 19

##### SERIES 2:

- 1. MAY 21
- 2. JUNE 25
- 3. JULY 30
- 4. AUGUST 27

##### PACIFIC:

- 1. MAY 19
- 2. JUNE 16
- 3. JULY 14
- 4. AUGUST 18

#### WOWING THE CLIENT

EASTERN:  
JUNE 24

PACIFIC:  
JUNE 23

#### OUTSIDE CALLING SCHOOL

EASTERN:  
1. JULY 9  
2. JULY 16

PACIFIC:  
1. JULY 7  
2. AUGUST 4

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## 2026 TRAINING SCHEDULE

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### FALL 2026

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#### BRANCH MANAGER BOOTCAMP

##### SERIES 1:

- 1. SEPTEMBER 16
- 2. OCTOBER 21
- 3. NOVEMBER 18
- 4. DECEMBER 9

##### SERIES 2:

- 1. SEPTEMBER 24
- 2. OCTOBER 29
- 3. NOVEMBER 19
- 4. DECEMBER 17

##### PACIFIC:

- 1. SEPTEMBER 15
- 2. OCTOBER 20
- 3. NOVEMBER 10
- 4. DECEMBER 8

#### WOWING THE CLIENT

##### EASTERN:

OCTOBER 28

##### PACIFIC:

OCTOBER 27

#### OUTSIDE CALLING SCHOOL

##### EASTERN:

- 1. OCTOBER 8
- 2. OCTOBER 22

##### PACIFIC:

- 1. SEPTEMBER 30
- 2. OCTOBER 7