

## 2023 Sales Calendar

Quarter	Month	Week #	Week	Holidays	MINNEAPOLIS SALES ACADEMY	FHD Sales Academy	Meetings/Webinars	Trainmore Week Theme	Week #
1st Quarter	January	1	19-Dec	12/25 Christmas Day	B2B	√	National 2023 Kick-Off Webinar (12/20)		1
		2	26-Dec	1/1 New Year's Day	B2B - 12/27	√			2
		3	2-Jan		B2B - 1/3	√	T1		3
		4	9-Jan		B2B*	√	First Time MD/RD Recognition Meeting		4
	February	5	16-Jan	1/16 MLK	B2B*	√	National Webinar (1/20)		5
		6	23-Jan		B2B*	√	Annual Awards (1/26-29)		6
		7	30-Jan	2/4 World Cancer Day	B2B*	√			7
		8	6-Feb		B2B*	√	T2 - Commit / GL Achievement Awards		8
	March	9	13-Feb	2/14 Valentine's Day	B2B*	√	*GLLD 201 (02/13-14) *GLLD 101 (02/15-17)		9
		10	20-Feb	2/20 President's Day	B2B*	√			10
		11	27-Feb		B2B*	√			11
		12	6-Mar		B2B*	√	Agency Owner Meeting (Dates TBD)	Q1 Dells Trip - March 9-12	12
		13	13-Mar	3/17 St. Patrick's Day	B2B*	√	T3 - Spring into Action		13
2nd Quarter	April	14	20-Mar		B2B*	√			14
		15	27-Mar		B2B*	√		Agency Days - March 30-31	15
		16	3-Apr	4/9 Easter	B2B*	√			16
		17	10-Apr		B2B - 4/11	√	First Time MD/RD Recognition Meeting		17
	May	18	17-Apr		B2B*	√	T4 - Presidential Performance		18
		19	24-Apr		B2B*	√			19
		20	1-May	5/4 Nat'l Prayer Day	B2B*	√	National Webinar (5/5)		20
		21	8-May		B2B*	√	T5 - Protect		21
	June	22	15-May	5/14 Mother's Day	B2B - 5/16	√	*GLLD 301 (05/15-16) *GLLD 101 (5/17-19)		22
		23	22-May		B2B*	√	Arlington Registration Closes		23
		24	29-May	5/29 Memorial Day	B2B	√			24
25		5-Jun		B2B	√	T6 - Accelerate		25	
26		12-Jun	6/18 Father's Day	B2B	√			26	
27		19-Jun		B2B - 6/20	√	*GLLD 201 (06/19-20)		27	
3rd Quarter	July	28	26-Jun		B2B	√			28
		29	3-Jul	7/4 Independence Day	X	√	Arlington MYM 7/5-7/8		29
		30	10-Jul		B2B	√	T7 - Legends		30
		31	17-Jul		B2B	√	First Time MD/RD Recognition Meeting		31
	August	32	24-Jul		B2B	√			32
		33	31-Jul		B2B	√	*GLLD 101 (08/2-4)		33
		34	7-Aug		B2B	√	T8 -Lead		34
September	35	14-Aug		B2B	√			35	
	36	21-Aug		B2B	√			36	
	37	28-Aug		B2B	√			37	
	38	4-Sep	9/4 Labor Day	B2B - 9/5	√			38	
	39	11-Sep	9/15 National Hispanic Heritage Month	B2B	√	T9 - Remember		39	
4th Quarter	October	40	18-Sep		B2B	√			40
		41	25-Sep		B2B	√	First Time MD/RD Recognition Meeting		41
		42	2-Oct		B2B	√	*GLLD 201 (10/2-3) *GLLD 301 (10/4-5)		42
		43	9-Oct	10/9 Columbus Day	B2B	√	T10 - Joe Jacobsen		43
	November	44	16-Oct		B2B	√	*GLLD 101 (10/16-18)		44
		45	23-Oct		B2B	√	Agency Owner Meeting		45
		46	30-Oct		B2B	√			46
		47	6-Nov	11/11 Veterans Day	B2B	√	National Webinar (11/10)		47
		48	13-Nov		B2B	√	T11 - Founders		48
	December	49	20-Nov	11/23 Thanksgiving Day	X	√			49
		50	27-Nov		B2B	√	[Placeholder - Possible Q3 Trip Dates]		50
		51	4-Dec		B2B	√			51
52		11-Dec		B2B	√	T12 - Impact		52	

\*(GLLD) Globe Life Leadership Development  
 B2B\* - Denotes the new 5-day Sales Academy week