

2024 Sales Calendar

Qtr	Month	Week #	Week	Holidays	MINNEAPOLIS SALES ACADEMY	Meetings/Webinars	Trainmore Week Theme	Week #	
1st Quarter	January	1	25-Dec	12/25 Christmas Day	X			1	
		2	1-Jan	1/1 New Year's Day	B2B - 1/2			2	
		3	8-Jan		B2B			T1 - Fast Start	3
		4	15-Jan		B2B	1st Time MD Orientation - McKinney, TX			4
	February	5	22-Jan		B2B	National Training Webinar (1/26)			5
		6	29-Jan	2/4 World Cancer Day	B2B	2023 Annual Awards Trip (2/1-4)			6
		7	5-Feb		B2B			T2 - Commit	7
		8	12-Feb		B2B	GLU 201 (02/15-16)			8
	March	9	19-Feb		B2B	GL Achievement Awards (2/23-24)			9
		10	26-Feb		B2B	GLU 101 (02/28-3/1)			10
		11	4-Mar		B2B	Agency Owner Meeting (3/6-7)			11
		12	11-Mar		B2B			T3 - Action	12
		13	18-Mar		B2B	Growth Council Meeting (3/24-27)			13
2nd Quarter	April	14	25-Mar	3/31 Easter	B2B			14	
		15	1-Apr		B2B - 4/2			15	
		16	8-Apr		B2B	1st Time MD Orientation - McKinney, TX			16
		17	15-Apr		B2B			T4 - Presidential Performance	17
	May	18	22-Apr		B2B				18
		19	29-Apr		B2B				19
		20	6-May		B2B	National Training Webinar (5/10)			20
	June	21	13-May		B2B			T5 - Protect	21
		22	20-May		B2B	GLU 201 (5/20-21) GLU 101 (5/22-24)			22
		23	27-May	5/27 Memorial Day	B2B - 5/28				23
24		3-Jun		B2B	GLU 301 (06/3-4)			24	
25		10-Jun		B2B				25	
26		17-Jun		B2B	Mid-Year Meeting Registration Closes		T6 - Accelerate	26	
3rd Quarter	July	27	24-Jun		B2B*			27	
		28	1-Jul	7/4 Independence Day	X				28
		29	8-Jul		B2B	1st Time MD Orientation - McKinney, TX			29
		30	15-Jul		B2B			T7 - Legends	30
	August	31	22-Jul		B2B				31
		32	29-Jul		B2B	Mid-Year Meeting: Salt Lake City (8/1-4)			32
		33	5-Aug		B2B				33
		34	12-Aug		B2B			T8 - Lead	34
	September	35	19-Aug		B2B	GLU 101 (08/19-21)			35
		36	26-Aug		B2B				36
37		2-Sep	9/2 Labor Day	B2B - 9/3				37	
38		9-Sep		B2B	Growth Council Meeting (9/9-12)			38	
39		16-Sep		B2B			T9 - Remember	39	
4th Quarter	October	40	23-Sep		B2B			40	
		41	30-Sep		B2B	1st Time MD Orientation - McKinney, TX			41
		42	7-Oct		B2B	GLU 201 (10/7-8) GLU 301 (10/9-10)			42
		43	14-Oct		B2B			T10 - Joe Jacobsen	43
	November	44	21-Oct		B2B	GLU 101 (10/23-25)			44
		45	28-Oct		B2B	Agency Owner Meeting (10/27-30)			45
		46	4-Nov		B2B				46
		47	11-Nov		B2B	National Webinar (11/15)			47
		48	18-Nov		B2B			T11 - Founders	48
	December	49	25-Nov	11/28 Thanksgiving Day	VIRTUAL*	VIRTUAL SA ONLY - SUN-WED			49
		50	2-Dec		X				50
		51	9-Dec		B2B				51
52		16-Dec		B2B			T12 - Impact	52	