

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		TRAINMORE 1	3
	February	4	15-Jan		B2B	1st Time MD Orientation - McKinney, TX		4
		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			7
		8	12-Feb	2x TFI Monthly Bonus	B2B	GLU 201 (02/15-16)	TRAINMORE 2	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		TRAINMORE 3	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		TRAINMORE 4	17
	May	18	22-Apr		B2B			18
		19	29-Apr		B2B			19
		20	6-May		B2B	National Training Webinar (5/10)		20
		21	13-May		B2B		TRAINMORE 5	21
	June	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	TRAINMORE 6	26	
27		24-Jun		B2B*			27	
3rd Quarter	July	28	1-Jul	7/4 Independence Day	X			28
		29	8-Jul		B2B	1st Time MD Orientation - McKinney, TX		29
		30	15-Jul		B2B		TRAINMORE 7	30
		31	22-Jul		B2B			31
	August	32	29-Jul		B2B	Mid-Year Meeting: Salt Lake City (8/1-4)		32
		33	5-Aug		B2B			33
		34	12-Aug		B2B		TRAINMORE 8	34
		35	19-Aug		B2B	GLU 101 (08/19-21)		35
	September	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		TRAINMORE 9	39
40		23-Sep		B2B			40	
4th Quarter	October	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		TRAINMORE 10	43
		44	21-Oct		B2B	GLU 101 (10/23-25)		44
	November	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 WEEK	48
December	49	25-Nov	11/28 Thanksgiving Day	VIRTUAL*	VIRTUAL SA ONLY - SUN-WED		49	
	50	2-Dec		X	Q3 Legacy Incentive Trip - Location TBA!	December 2-6, 2024	50	
	51	9-Dec		B2B			51	
	52	16-Dec		B2B		TRAINMORE 12	52	