

## 2026 Sales Calendar

Qtr	Month	Week #	Week	Holidays	RSA	Meetings/Webinars	IDY	Mid-Yr Mtg	Annual Awards	Trainmore Week Theme	Special Focus	Week #
1st Quarter	January	1	29-Dec	1/1 New Year's Day	√		I DARE You	MYM Qualification Period	Award Winners Convention			1
		2	05-Jan		√						2	
		3	12-Jan		√						T1: Fast Start	3
		4	19-Jan	1/19 MLK	√	National Training Webinar (1/23) 2025 Annual Awards Trip (1/30-2/2)					4	
	February	5	26-Jan		√						5	
		6	02-Feb		√						6	
		7	09-Feb	2/14 Valentine's Day	√					T2 MTB: Leaders Arise	Heart Awareness Month	7
	March	8	16-Feb	2/16 President's Day	√						8	
		9	23-Feb		√	GLU 201 (02/23-24) GLU 101 (2/25-27)					9	
		10	02-Mar		√						10	
		11	09-Mar		√						11	
		12	16-Mar	3/17 St. Patrick's Day	√	Growth Council Meeting (3/15-18) Agency Owner Meeting (3/23-25) LA LAKER GAME (3/31)					T3 MTB: Opportunity Now	March Mania
	2nd Quarter	April	13	23-Mar		√						13
14			30-Mar		√			14				
15			06-Apr	4/5 Easter	√				15			
16			13-Apr		√			T4: Presidential Performance		16		
May		17	20-Apr		√			17				
		18	27-Apr		√	GLU 301 (4/28-29) National Training Webinar (5/1)		18				
		19	04-May		√	GLU 201 (5/4-5) GLU 101 (5/6-8)		19				
		20	11-May	5/10 Mother's Day	√			T5 MTB: Transform		20		
		21	18-May		√	GLU 401 (5/19-20)		21				
		22	25-May	5/25 Memorial Day	√			22				
June	23	01-Jun		√			23					
	24	08-Jun		√			24					
	25	15-Jun	6/19 Juneteenth	√	FIFA Game (6/17)		T6 MTB: Show The Way		25			
	26	22-Jun	6/21 Father's Day	√	Silversea Cruise (6/21-27)		26					
3rd Quarter	July	27	29-Jun	7/4 Independence Day	√	Silversea Cruise (6/21-27) / FIFA Game (7/3)		27				
		28	06-Jul		√	FIFA Game (7/6)		GC Champions Breakfast	28			
		29	13-Jul		√			T7: Legends	29			
		30	20-Jul		√			30				
	August	31	27-Jul		√	MYM: Arlington (7/30-8/2)		31				
		32	03-Aug		√			32				
		33	10-Aug		√			T8 MTB: It's Time	33			
		34	17-Aug		√	GLU 101 (08/19-21)		34				
		35	24-Aug		√	GLU 201 (8/24-25) GLU 301 (8/26-27)		35				
		36	31-Aug		√			36				
September	37	07-Sep	9/7 Labor Day	√			37					
	38	14-Sep	9/15 Nat'l Hispanic Heritage Mth	√	Growth Council Meeting (9/14-17)		T9 MTB: United	Life Insurance Awareness Month	38			
	39	21-Sep		√			39					
4th Quarter	October	40	28-Sep		√	GLU 401 (9/29-30)		40				
		41	05-Oct		√			41				
		42	12-Oct	10/12 Columbus Day	√			42				
		43	19-Oct		√			T10: Joe Jacobsen	43			
	November	44	26-Oct		√	Agency Owner Meeting (10/25-28)		44				
		45	02-Nov		√	GLU 201 (11/2-3) GLU 101 (11/4-6)		45				
		46	09-Nov	11/11 Veterans Day	√	National Training Webinar (11/13)		46				
		47	16-Nov		√			T11: Founders	47			
		48	23-Nov	11/26 Thanksgiving Day	√			48				
	December	49	30-Nov		√			49				
		50	07-Dec		√			50				
		51	14-Dec		√			T12 MTB: Unstoppable	51			
52		21-Dec	12/25 Christmas Day	√			52					