

2019 Sales Calendar

Quarter Month	WK #	Week	Holidays	Sales Academy	Meetings/Webinars	Mid-Yr Mtg	Year End	Focus Week Outreach Program	Special Focus	WK #
1 st Quarter	January	1	17-Dec	✓	*	Chicago Qualification Period	Annual Award Winners Convention - Bahamas	Special Incentive		1
		2	24-Dec 12/25 Christmas Day	✗						2
		3	31-Dec 1/1 New Year's Day	✓						3
		4	7-Jan	✓				Trainmore 1		4
	February	5	14-Jan	✓						5
		6	21-Jan 1/21 MLK	✓						6
		7	28-Jan 2/1 Wear Red Day	✓				Trainmore 2		7
		8	4-Feb	✓	Agency Owner Meeting (02/05-02/08)				World Cancer Day 2/4	8
	March	9	11-Feb 2/14 Valentine's Day	✓						9
		10	18-Feb 2/18 President's Day	✓	TMK Achievement Awards (02/21-23) FHILA 201 (02/18-19) FHILA 101 (02/20-22)				Heart Awareness Month	10
		11	25-Feb	✓						11
		12	4-Mar	✓				Trainmore 3		12
		13	11-Mar 3/17 St. Patrick's Day	✓						13
2 nd Quarter	April	14	18-Mar	✓						14
		15	25-Mar	✓	Growth Council (03/26-29)					15
		16	1-Apr	✓				Trainmore 4 - PPW		16
		17	8-Apr	✓	National Webinar (04/08)					17
	May	18	15-Apr 4/21 Easter	✓						18
		19	22-Apr	✓						19
		20	29-Apr 5/2 Nat'l Prayer Day	✓				Trainmore 5		20
		21	6-May 5/12 Mother's Day	✓						21
	June	22	13-May	✓						22
		23	20-May	✓	Agency Owner Webinar (05/24)					23
		24	27-May 5/27 Memorial Day	✓	Chicago Reg. Closes (05/27)					24
		25	3-Jun	✓				Trainmore 6		25
		26	10-Jun	✓						26
3 rd Quarter	July	27	17-Jun 6/16 Father's Day	✓						27
		28	24-Jun	✓						28
		29	1-Jul 7/4 Independence Day	✗	Chicago (07/03-07/06)					29
		30	8-Jul	✓				Trainmore 7		30
	August	31	15-Jul	✓						31
		32	22-Jul	✓	FHILA 101 (7/22-24) FHILA 301 (7/25-26)					32
		33	29-Jul	✓						33
		34	5-Aug	✓				Trainmore 8		34
	September	35	12-Aug	✓						35
		36	19-Aug	✓						36
		37	26-Aug	✓						37
		38	2-Sep 9/2 Labor Day	✓	Growth Council (09/03-06)					38
		39	9-Sep	✓				Trainmore 9		39
4 th Quarter	October	40	16-Sep	✓	National Webinar (09/20)					40
		41	23-Sep	✓	Agency Owner Training Meeting (09/24-26)					41
		42	30-Sep	✓						42
		43	7-Oct	✓				Trainmore 10		43
	November	44	14-Oct 10/14 Columbus Day	✓						44
		45	21-Oct	✓	FHILA 101 (10/23-25)					45
		46	28-Oct	✓	FHILA 201 (10/28-29)					46
		47	4-Nov	✓						47
	December	48	11-Nov 11/11 Veterans Day	✓				Trainmore 11 FW - 30 th Anniversary		48
		49	18-Nov	✓						49
		50	25-Nov 11/28 Thanksgiving Day	✗						50
		51	2-Dec	✓						51
		52	9-Dec	✓				Trainmore 12		52