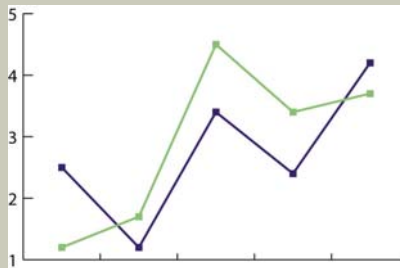


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**Classes start Fall 2009
Seats are limited, so
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SALES LEADERSHIP FUNDAMENTALS CERTIFICATE PROGRAM:

**An introduction to sales management and leadership
Three 5 hour sessions totaling 15 instructional hours leads
to 1.5 Continuing Education Units**



About the Program:

The goal of the Sales Leadership Fundamentals Certificate Program is to provide you with a valuable baseline understanding of the field of Sales management and leadership. This program will increase your effectiveness and maximize the contributions you may make in this role and will accelerate the learning curve for newly promoted managers or selling managers.

Who Should Attend:

Effective sales leadership is the cornerstone to any business development enterprise. This series of 3-5 hour seminars is an ideal introduction to the main issues which Sales leaders face daily. This program is designed for those with little or no knowledge of the Sales management function, or for those employees from other disciplines who find themselves taking on oversight of the sales process responsibilities. It will also serve as a useful update for those more experienced in the field. By the end of these seminars participants will understand enough information to implement most Sales management functions without supervision.

Cost:

\$895 per participant. This fee does not include the required books. Please call for details.

Schedule of classes:

We are presently taking applications for the Fall '09 semester. Classes will be held on Saturdays from 9AM -2PM on the following dates; November 21, 28 and December 5.

In partnership with

