

Experience the most comprehensive professional training available.



Zane State College invites you to attend
**The LERN Contract Training
Institute at Zane State College!**

Date: Aug. 13-15, 2013, 9 a.m.-3:30 p.m.

Optional exam: Aug. 16, 9 a.m.-noon

Location: Zane State College, 9900
Brick Church Road, Cambridge, OH
43725, Room 517

Cost: \$1395, Continental Breakfast and
lunch included

Register Now!

Phone: 740-588-1377

Email: bhampp@zanestate.edu

The Contract Training Institute (CTI) is the most complete, comprehensive and advanced training in the field of contract education. In this “nuts and bolts” Institute you will learn the practical and proven skills in contract training from a successful professional with contract training experience. After attending the Contract Training Institute, you will be able to boost contracts, increase your operating margin and net, and price contracts correctly, and you will have the strategies and techniques for increasing your effectiveness and success rate.

Who should attend?

The Institute has been developed specifically for contract trainers in educational institutions, such as colleges and universities, community colleges, and vocational-technical institutions. If you sell contract training programs to business and industry, or if you oversee such programs, you should attend this Institute.

contracts, but many are finding that their efforts conflict with other responsibilities, and that the expectations of clients are high. You need to find out how to develop clients, utilize a salesperson, build a product base, and other key issues that only LERN's CTI can provide.



Why You Should Attend

Contract training is a top growth area.
Most lifelong learning programs sell



“Information That Works!”