

# BCIT's Virtual Business Hub

## Training Sessions Winter/Spring '09

| <u>Date</u>               | <u>Time</u>    | <u>Training Session</u>   |
|---------------------------|----------------|---|
| Jan 20 <sup>th</sup>      | 8:30am-10:00am | <b><i>Web 2.0- \$\$ for Your Business</i></b><br>Cost effective and revenue positive; learn how to implement Web 2.0 tactics in your firm.  |
| February 3 <sup>rd</sup>  | 8:30am-10:00am | <b><i>2010 Business Opportunities Webinar</i></b><br>Currently, over <b>300 million dollars</b> in business opportunities, is still waiting to be awarded for the 2010 Olympics. This session will show good opportunities for your business; how to develop partnerships and how to submit an effective bid. |
| February 17 <sup>th</sup> | 8:30am-10:00am | <b><i>Wow! Customer Service</i></b><br>This is what keeps your clients long term. Learn tips and tricks from Canada's best.   |
| March 3 <sup>rd</sup>     | 5:00pm-6:30pm  | <b><i>Looking after your Workforce in Stressful Times</i></b><br>Strategies to effectively manage employees during stressful times & learn alternatives to avoid employee layoffs   |
| March 17 <sup>th</sup>    | 8:30am-10:00am | <b><i>Selling in an Economic Downturn</i></b><br>Getting them to say <b>yes</b> when the economy is getting in the way.   |
| March 31 <sup>st</sup>    | 8:30am-10:00am | <b><i>Quick Books to Your Dollars</i></b><br>This session on the industry leading software will improve accuracy and save time.   |
| April 14 <sup>th</sup>    | 8:30am-10:00am | <b><i>Where Did the Time Go?</i></b><br><b>Stop</b> being the hamster on the wheel. Increase your <b>power</b> to get the important things done.  |
| April 28 <sup>th</sup>    | 8:30am-10:00am | <b><i>New Times – New Marketing Tactics</i></b><br>Are traditional marketing efforts losing their steam? Learn the <b>top 10 ways</b> to improve your firm's marketing results.   |
| May 26 <sup>th</sup>      | 8:30am-10:00am | <b><i>Negotiation – for Life!</i></b><br>How you prepare and how you view each encounter will impact your results more than anything else.<br>Let us show you, how <b>to GO FOR THE BEST!</b>   |