



SBMA Continuing Education Webinars ...

“Yard Foreman Excellence”
A Two-Part Webinar For The Exceptional Yard Foreman

Thursday, October 13th (Part 1) and Thursday, October 27th (Part 2)

Price: \$199 per logged-on computer

TIME: 3:00 PM EDT; 2:00 PM CDT

We’ve received several requests to do a Yard Foreman Webinar. As we work to get on to better times we need to keep our employees on their toes. There is still business out there and every employee needs to be helping grow it! Your Yard Foreman is a very important member of your staff. This two-part webinar is one way to help your Yard Foreman strengthen the position on your team. Jim Enter, the speaker for this program, has an exceptional ability to give information to employees in a way that they can then take back and put to use. Your Yard Foreman is right out there with the customers and in times such as these you need him to be a most efficient and knowledgeable employee who can give your customers that secure feeling that business is moving forward.

Here’s some of what’s going to be covered in this special program:

- Working with the Sales Department
- Satisfying the Customer
- Delivery Costs
- Tracking Efficiencies
- Tracking Yard Productivity
- Rewarding Performance
- Benchmarks for Equipment
- Benchmarks for Employees
- Selecting and hiring employees
- Training for Results

Prior to the webinar, Turnkey Programming will contact you with the webinar phone number and password, as well as instructions for logging onto the website to view the webinar live. Each program will last approximately 45 minutes with an additional 15 minutes for questions. Handouts to be printed will be sent with the logon information.

REGISTRATION

Yes, Please sign me up for the webinar on Thursday, Oct. 13th and Thursday, Oct. 27th at 3:00 p.m. (Eastern Time)

Name: _____

Company: _____

Email Address: _____ Phone: _____

Method of Payment:

____ Check enclosed ____ Bill me ____ MasterCard ____ VISA ____ AMEX

Card# _____ Verification Code _____

Expiration Date: _____ Cardholder’s Name _____

Fax your completed form to 804.758.9311 or email the information above to chartley@crosslink.net.