Course offers sales solutions

Small business owners can learn techniques to successfully sell their products or services by enrolling in “Effective, Efficient Sales Solutions,” a Rogue Community College class offered in Grants Pass.

Scheduled from 6 to 8:30 p.m. Mondays, March 2–16 at the RCC Small Business Development Center, 214 S.W. Fourth St., the class focuses on understanding and reaching prospective customers. Each participant will receive in-depth information on successful strategies for promoting the benefits of his/her unique business, including making initial contacts, qualifying customers, closing sales, follow-up, and obtaining references. Tuition is $129.

Instructor Larry West spent most of his 25-year career in sales and sales management. He has developed sales models for major corporations and is published in sales methods and models.

Pre-registration is required by noon two working days before the class to avoid cancellation. Enrollment is limited. Register on-line, at any RCC registration site, or call the SBDC at 956-7494 for telephone pre-registration or further information.

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The Small Business Development Center is partially funded by the U.S. Small Business Administration. SBA’s funding is not an endorsement of any products, opinions or services. All SBA funded programs are extended to the public on a nondiscriminatory basis. Reasonable accommodations for persons with disabilities will be made if requested in advance. Contact RCC Small Business Development Center, 214 SW Fourth Street, Grants Pass, 956-7494 to make arrangements.