



live & online



The Art and Techniques of Effective Selling

8wks

This is an introductory course that teaches the importance of understanding and using effective selling and promotional techniques. You may have a great business idea. However, if you cannot sell it and promote it, what have you accomplished? Learning how to be convincing is an essential skill in becoming a successful business owner. This course will show you how to prospect, build selling relationships, get your foot in the door, handle objections and close the sale. Spouses are welcome to attend at no charge. Prerequisites: None

Wednesdays–September 6 to October 25

8am-10am or 4pm-6pm or 6pm-8pm

Location: Leon Lynch

Instructor: Scott Williams



Business Planning I: How to Develop a Business Plan

8wks

This is an introductory course in developing a business plan that requires no previous knowledge of the business planning process. This course will provide you with the ability to learn what is involved in developing a plan for a successful business. You will learn about an operational plan, personnel planning and finally a marketing and a financial plan. Spouses may attend at no charge. Planning is the key to success. Prerequisites: None

Thursdays–October 5 to December 7

No Class: November 16 AND November 23

8am-10am or 4pm-6pm or 6pm-8pm

Location: Leon Lynch

Instructor: Scott Williams



How to Start and Run a Small Business

6wks

Planning before starting is an important step toward operating a successful business. Many students have said to me that they wish they would have taken this course before starting a business. This is an introductory course that teaches the basics of starting any type of small business. This course will focus on licenses/permits, location, deductible expenses, insurance, record keeping and legal decisions. After you have taken this class, you will clearly understand what is required to start a small business. Spouses are welcome to attend at no charge. Prerequisites: None

Thursdays–August 24 to September 28

8am-10am or 4pm-6pm or 6pm-8pm

Location: Leon Lynch

Instructor: Scott Williams



MTM Prep

6wks

This six-week course will briefly touch on the procedures such as welding, machinery, tools, hydraulics, pumps, piping, print reading, and more. This class is for anyone who wants to improve their Ramsay score. Prerequisites: None

Tuesdays–September 12 to October 17

9am-12pm or 3pm-6pm

Location: Leon Lynch

Instructor: Nick Nash



♦Taking Stock in Your Life and Finances

6wks

The intention of this course is to introduce new-found confidence and understanding of the markets and how they may affect individuals in their financial growth and retirement. This course will teach students how to remove the media noise and biased opinions from the news heard and seen daily. Students will learn to make financial decisions with clearer minds, based on probabilities of success and reduced risk. The classes will be offered online, students can interact and ask questions. They will also be recorded and sent by email to all students. Prerequisites: Computer available for viewing classes, in the comfort of the student home, if desired. Each student once registered for class by JobLink, shall submit their emails to tomcook1124@gmail.com, in order to be admitted into each online class session

Saturdays–September 9 to October 14

9am-11am

Location: ONLINE

Instructor: William Thomas Cook II



L&O Information

Students will receive traditional classroom instruction and online availability. Each live class is recorded and then uploaded and made available online within 48 hours of the live class.