



Workforce Investment Act Eligible Training Program

Provider Name: TCP Learning

Contract #: 4050-31

Address: 1 Thurber Blvd. Suite C
Smithfield, RI 10917

Address if program is held at a another site:
649 Putnam Pike
Smithfield, RI 10917

Program Name: Direct Sales Success

Office use only: ONET CODE 41-4012

CONTACT INFORMATION

Program Contact Person:
Barbara Jackson

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Email: Barbara@TCPLearning.com

Fax: 401-232-0524
Website: v.KnowledgeAbleSolutions

Course Outline/Topics to be Covered

Direct Sales Success is designed for anyone entering or returning to the direct sales profession. The course covers ten key areas necessary for successful placement and on the job performance. Successful participants will receive the IC3 certification from CertaPort; the National Retail Foundation's Customer Service Professional; the National Retail Foundation's National Professional in Sales and a certificate of completion from Sales Training International, a Classic DiSC profile, and a certificate of completion from TCP Learning. Participants may use the TCP Learning space for up to 60 hours during the on line learning components. Participants receive nine months of access to the Career Center that is accessible to employers. **The curriculum modules are:**

1. Computer Skills for the Office
2. Customer Service Essentials
3. Selling Essentials
4. Basic Skills for Accelerated Selling
5. Advanced Skills for Accelerated Selling
6. Essential High Performance Skills
7. Skills for Advanced Performance
8. Personal Marketing
9. Employability Know-How
10. On-Line Career Network Skills and Career Network

Required academic grade levels to enter program

Reading Grade Level 8

Math Grade Level N/A

English Proficiency Business Level

Required to enter training program

- Physical Yes No
- Vaccinations Yes No
- Drug test Yes No
- BCI Yes No
- License Yes No
- Tools Yes No
- Experience Yes No

Other : Basic understanding of the modern office environment and business concepts.

MAY be required for employment

- Physical Yes No
- Vaccinations Yes No
- Drug test Yes No
- BCI Yes No
- Certification Yes No
- License Yes No
- Tools Yes No
- Experience Yes No
- Other :

Participants will be qualified to seek employment in the following occupations:

- 1) Sales Representative
- 2) Sales, other
- 3) Door to Door Sales
- 4) _____

Is this program Pell grant eligible?

Yes No

PROGRAM COSTS:

TUITION INCLUDES:

Tuition	\$4,062.20
Fees	
Books	
Licensing	
Certificate fees	\$332.80
Other, provide explanation	
Total Tuition Cost	\$4,395.00

These are expenses that MAY be reimbursed after successful completion of training.

Please indicate Yes, No or enter the amount

	YES	NO	AMOUNT
Books	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
Licensing	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
Tools	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
Uniforms	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
Travel	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
Miscellaneous	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
Total			\$0.00

Participant is responsible for :

Prerequisites	
Memberships	
Cost above tuition cap	\$0.00
Expenses that <u>MAY</u> be reimbursed	\$0.00
Total	\$0.00

Maximum ITA Responsibility (Max. \$5500)

\$4,395.00

PROGRAM LENGTH

Weeks and Hours and
Additional Information

Total class time is 84 hours. Computers in our Learning Space may be used for up to an additional 60 hours. On-line Career Center membership extends for 9 months.

What type of certificate will be awarded and by whom?

IC3 from CertaPort; NRF Customer Serv. Professional; NRFSales Pro