

# Direct Sales Success

Prepare for **Success** In **Today's** Work Place  
at TCP Learning



**Take 45 days to learn sales from the pros.**

Learn how to set and meet your goal...  
to **take control of your destiny.**



**Direct Sales Success** is designed for anyone entering or retraining to the fast-paced and self-directed world of direct and commissioned sales.

**Direct Sales Success** is designed to make you more employable in **45 days** by providing **demonstrable skills** and a positive, winning attitude that **employers want**. If you are motivated by selling and good at managing yourself, this is definitely a program that could work for you.

**Direct Sales Success covers key areas necessary for job placement and successful performance:**

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 access

Successful participants will receive these nationally recognized certifications:

- the IC3 from CertaPort
- the National Retail Foundation's Customer Service Professional
- the National Retail Foundation's National Professional in Sales
- Accelerated Sales



**Direct Sales Success** spends a full **five days working on employability skills and personal marketing.**

And we have an **on-line career center** where employers view a "speed interview" video and other credentials.

**PLUS...PLUS...PLUS:**

All class at TCP Learning include up to 60 hours of free use of our Learning Space, computer equipment, and internet access.

**Call TCP Learning today - classes begin on the first Tuesday of each month  
(401)232-9060 ext 14 or e-mail [Classes@TCPLearning.com](mailto:Classes@TCPLearning.com)  
or visit our Learning Website at [www.KnowledgeAbleSolutions.com](http://www.KnowledgeAbleSolutions.com)**

## Comparison of TCP Course Offerings - 2011-2012

Modules	Career Re-Set	NFP Career Re-Set	Excelling in Retail Sales	Direct Sales Success	Help Desk 1	Help Desk 2	IT Manager
Mouse	○	○	○				
Computing Fund; Key Apps, On Line	○	○	○	○	○	○	○
IC3 Certification	○	○	○	○	○	○	○
Red Cross CPR/AED Class & Cert			○				
NRF Cust Serv Ess. Class & Cert			○	○			
NRF Selling Essentials Class & Cert			○	○			
Intro to Selling and Service			○				
Loss Prevention Training Suite			○				
Intro to Credit Card Security			○				
Basic and Adv. Compet. Sales inc STI Cert				○			
HDI Cust. Serv. Rep Class & Cert					○		
HDI - Team Leader Class and Cert						○	
Becoming an IT Manager GK Cert							○
A+ Blended Class and CompTIA Cert					○		
Essential High Performance Skills	○	○	○	○	○	○	○
DISC - Classic Profile	○	○	○	○	○	○	○
Skills for Advanced Performance	○	○		○		○	○
Personal Marketing	○	○	○	○	○	○	○
Employability Know-How	○	○	○	○	○	○	○
On-Line Career Network Skills	○	○	○	○	○	○	○
9 months access to Career Network	○	○	○	○	○	○	○
10 days Access to Study Space	○	○	○	○	○	○	○
<b>Cost including 10 days of study space</b>	<b>\$3,650</b>	<b>\$3,650</b>	<b>\$4,395</b>	<b>\$4,395</b>	<b>\$5,500</b>	<b>\$3,915</b>	<b>\$5,095</b>

○ indicates national certificates earned  
○ indicates TCP Learning certificates earned

**For more information**  
**Call (401)232-9060 ext 14      E-mail [Classes@TCPLearning.com](mailto:Classes@TCPLearning.com)**  
**Visit our website**  
**[www.KnowledgeAbleSolutions.com](http://www.KnowledgeAbleSolutions.com)**

### Direct Sales Success TCP Learning Calendar for 2011-12

	Monday	Tuesday	Wednesday	Thursday	Friday
Week 1			Computer Skills for the Office Kick-off (9 - 12) ----- (+30 days) Computer Skills Wrap-up (1 - 4)	Introduction to the TCP Career Network (1 - 2) ----- Using the TCP Career Network (2 - 4)	Self-Study at TCP Learning or other location - Computer Skills
Week 2	Customer Service Kick-off (9 - 12) inc retail and direct sales ----- Retail Kick-off (1 - 4)	Self-Study at TCP Learning or other location - Computer Skills, Customer Service and Retail	Direct Sales Kick-off (9 - 12) ----- (+30 days) Direct Sales Wrap-up (1 - 4)	Self-Study at TCP Learning or other location - Computer Skills, Customer Service, Retail, and Direct Sales	Retail Wrap-up (1 - 4)
Week 3	Essential High Performance Skills Day 1 of 2 (9 - 4)	Essential High Performance Skills Day 2 of 2 (9 - 4)	Personal Marketing Day 1 of 1 (9 - 4)	Introduction to the TCP Career Network (1 - 2) ----- Using the TCP Career Network (2 - 4)	Skills for Advanced Performance Day 1 of 1 (9 - 4)
Week 4	Self-Study at TCP Learning or other location - Computer Skills, Customer Service, Retail, and Direct Sales	Employability Know-How Day 1 of 3 (9 - 4)	Employability Know-How Day 2 of 3 (9 - 4)	Employability Know-How Day 3 of 3 (9 - 4)	Self-Study at TCP Learning or other location - Computer Skills, Customer Service, Retail, and Direct Sales

Classes begin on first Wednesday and continue as shown. July 6; August 3; September 7; October 5; November 2; December 7; January 4; February 1; March 7; April 4; May 2; June 6