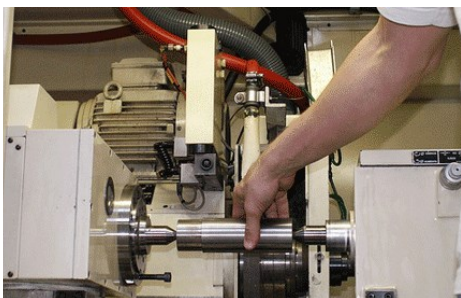
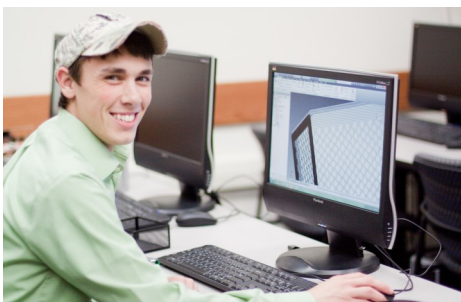


# John Wood Community College Workforce Outreach Program

Fall 2014 Schedule



## Is Your Sales Plan Driving Your Mission?

You should attend if any of the following apply to you:

- If your sales team is busy, but not productive enough
- If your compensation plan is driving the wrong kind of results
- If your sales division is less lean than your other division
- If your sales system is defined as "winging it"
- If your sales engine has lost its drive
- If you want to retire in five years, but don't have enough revenue to sell or retire

**September 10**  
**11:30 AM - 2:00 PM**

**Fee: \$39 per person** (includes lunch and all training materials)

**Speaker: Bob Barber, Sandler Training**



## ISO 9001

*Overview of the expected changes to the current ISO 9001 Standard*

Presented by Lorri Hunt, *President of Lorri Hunt & Associates*

Lorri is the Head of Delegation for ISO/TC 176, Subcommittee 2 and a U.S. Expert to Working Group 24, the group that is responsible for revising the current ISO 9001 Standard.



**September 30**  
**11:30 AM - 2:00 PM**

**Fee: \$30 per person** (includes lunch and all training materials)

## Winning the Talent Wars

Each day, 10,000 Baby Boomers turn 65 and are eligible for retirement. There are 27.25 million fewer Gen X'ers than Baby Boomers. The demographic reality means that you may not be able to find the talent you need to fill critical roles in your organization. This, combined with the fact that our colleges are graduating 38% fewer people than predicted market needs, implies that every business will soon be engaged in a war for talent. Join us and learn more about the upcoming "Talent Wars" and the strategies you can use to win them!

*Who should attend: Business Owners, Leaders, HR Professionals, Recruiters*

**October 14**  
**11:30 AM - 1:00 PM**



**Fee: \$30 per person** (includes lunch and all training materials)

**Speaker: Larry Timm, Vice President, Central Illinois, AAIM Employers' Association**



**JOHN WOOD**  
COMMUNITY COLLEGE

**Registrations:** email [wdc@jwcc.edu](mailto:wdc@jwcc.edu) or call JWCC at 217.641.4971  
All workshops to be held at JWCC's Workforce Development Center, 4220 Kochs Lane, Quincy