

Online Class Schedule Winter - Spring 2010

Protecting Your Assets: Maintaining Your Shop Equipment

In this fast paced ninety minute class you will learn how to easily maintain your shop equipment. This class covers all shop equipment from compressors to cutting and joining equipment, mat cutters, wall cutters and other tools.

December 15, 2009 #EC934931, 1½ hours, \$125., inc. Maint. Logbook

Preservation Framing Techniques

We can all benefit from a review of currently accepted techniques as well as a discussion of new ideas in preservation. We will also answer questions about your trick projects as a real world application of these concepts.

March 11, 2010 #EC007032, 1½ hours, \$100.

Pricing for Profit

Providing individual insights, not with a preprogrammed solution, we consider a pricing structure that is appropriate to your business. This class will provide concrete methods for determining the right price for everything that you sell. Formulas and handouts are provided as a download in this class.

January 14, 2010 #EC001433, 1½ hours, \$100.

Winning Sales Counter Strategies

Do you always feel that you are coming up just a little short at the sales counter? Our simple ideas, loaded with visual examples, will give you the strategy to make your store conducive to larger sales.

March 31, 2010 #EC009034, 1½ hours, \$100.

Perfect Customer Service

Are you as appalled as I am at what passes for customer service today? In this fast paced lecture you will learn the simple things that you can do to make your customer service shine. You'll also learn the three big DON'Ts of customer service.

January 11, 2010, #EC001135, 1½ hours, \$125.

Overcoming Sales Objections

Do you wonder what to say when a customer doesn't say yes to your presentation? In this interactive class we'll role play customer objections and several different solutions to get you to yes!

March 3, 2010,, #EC006236, 1½ hours, \$125.

Marketing BootCamp

This "boot camp" will give you both a fundamental understanding of marketing for small businesses as well as hands-on help with your own marketing plan. The two sessions are separated by a period of time where you will be completing homework. Each participant will complete a marketing plan that they can implement in their business.

February 9, 16, 2010, #EC004041, 1½ hours, \$125., inc. handouts

Free Class: A Taste of Consulting

To introduce you to what our coaching and consulting programs are like we offer this free class monthly. You can ask about any business topic you choose and we'll have a short discussion. Just listen in or participate with your own questions. You may only register for this class once.

January 12, 2010 #EC001201, 1 hour, \$Free.

February 17, 2010 #EC004801, 1 hour, \$Free.

March 8, 2010 #EC006701, 1 hour, \$Free.

April 7, 2010 #EC009701, 1 hour, \$Free.



Want to be notified of future class dates: go to www.framingacademy.com/class_notification.

How to Register:

Registration for these classes is by telephone, fax, or web. Call Prestige Framing Academy (617) 285-0855 or register on the web at http://www.framingacademy.com/class_list.php and chose your class session. To fax, please download http://www.framingacademy.com/Class_Registration_Form.pdf and complete the form. Exact directions and starting times will be sent shortly after your registration confirmation.

In Person Class Schedule Winter - Spring 2010

Introduction To Picture Framing

This full week session assumes no prior knowledge of picture framing. The course covers cutting and joining, mat cutting, dry mounting, hinging and finishing, and stretching and fitting. Participants are introduced to design and layout techniques, pricing strategies, and preservation practices. All materials are included.

February 1-5, 2010 5 Days, \$995., inc. materials Class #DC003251†

March 1-5, 2010 5 Days, \$995., inc. materials Class #DC006051‡

April 19-23, 2010 5 Days, \$995., inc. materials Class #DC010951†

May 10-14, 2010 5 Days, \$995., inc. materials Class #DC013151‡

Basic Framing for Artists and Photographers

Teaching you to cut mats, cut and join frames and proper preservation practices is the goal of this class. For years artists and photographers have been looking for a shorter version of our famous introductory class. This class is just that a combination of hands-on training and classroom learning designed to give you a solid fundamental picture framing skill set. We cover matting, cutting and joining frames, preservation basics, mounting, glazing, and assembly.

February 2-4, 2010 2½ Days, \$495., w/materials Class #DC003341†

March 2-4, 2010 2½ Days, \$495., w/materials Class #DC006141‡

April 20-22, 2010 2½ Days, \$495., w/materials Class #DC011041†

May 11-13, 2010 2½ Days, \$495., w/materials Class #DC013141‡

- Are you leaving money on the table? Or, perhaps losing sales because your prices aren't competitive?
- Are you doing all that you can with your marketing?
- Is your web site performing as it could be? Or, as you want it to?

PFA Consulting Services Can help.

Call us (617) 285-0855 for a free consultation.

Class Locations

† East Coast (Manalapan, NJ) ‡ West Coast (Los Angeles County, CA)

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Plenty of hands-on work for students at Prestige Framing Academy



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