



Southern California Broadcasters University

IN-PERSON CLASS

RADIO/Digital SALES ESSENTIALS

“Building a Sales Career that lasts”

Dates: **January 11- February 29, 2016**

Mondays, 6:00PM-8:00PM (8) Evening Classes

Location: KPWR: 2600 W. Olive Avenue, Suite 800, Burbank, CA 91505

All Classes created and taught by the SCBA and SCBA approved Instructors.

Name: _____ Station/Company: _____

Address: _____ City _____ Zip _____

Work Phone: _____ Email: _____

Cell Phone: _____

Occupation: _____ Length of employment: _____

Your Sales Manager's Name and Email: _____

COST: _____ **\$450** if you currently work at an SCBA member station

_____ **\$500** for Non-members

Please send application and check to:

Thom Callahan, SCBA, 5670 Wilshire Blvd. #200, Los Angeles, CA 90036

Questions? Email: tcallahan@scba.com Phone: 323-930-5597

Make check payable to: SCBA

- You must attend all classes to receive certification
- Applications are accepted on a first come, first served basis and must be **prepaid in order to reserve a space for class**. No refunds will be given once class begins on January 11, 2016.

SCBA reserves the right to change instructors and/or schedule, or cancel and refund fees before start of class.

SOUTHERN CALIFORNIA BROADCASTERS ASSOCIATION

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