



Southern California Broadcasters University

LIVE ONLINE CLASS

RADIO/Digital SALES ESSENTIALS

“Building a Sales Career that lasts”

Dates: **January 13- March 2, 2016**

Wednesdays from Noon -2:00PM (8) Noon Classes

Location: **LIVE ONLINE VIA YOUR PC AND TELEPHONE**

All Classes created and taught by the SCBA.

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 LIVE ONLINE 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 13, 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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