

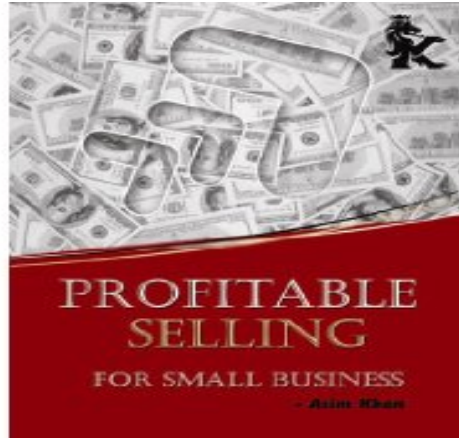


ANTELOPE VALLEY COLLEGE

Community Services

3041 West Avenue K, SSV 126, Lancaster, CA 93536  
Phone: (661) 722-6300, Ext. 6584 Fax: (661) 722-6583

## Profitable Selling for Small Business



**If your customers are cutting back, new business has become harder to find, or your competition out-prices you, this class is for you!**

- ❖ *Asim Khan*, business advisor, author, and global-trade expert provides small businesses with information to gain the edge with their sales efforts.
- ❖ Entrepreneurs who master selling basics find more prospects and close more sales.
- ❖ You will learn how to connect with decision makers, display confidence in yourself and your business, handle objections, and build credibility.
- ❖ This is the opportunity to gain that “edge” in your sales efforts and be seen as an expert in your industry.

***Register with Corporate & Community Services for this course***

**Friday  
8/6/10  
6:30-9:30 p.m.  
BE 242**

**Fee: \$39 (Material Fee: \$30 due at class plus Optional \$20 for CD)**

Upon request three days before the event, reasonable accommodation will be provided to facilitate the participation of covered individuals with disabilities. Call (661) 722-6360 (voice) or (661) 722-6362 (TDD).