

PROFESSIONAL EDUCATION

PERSONAL TRAINER WEBINAR

REGISTER FOR: LIVE YOUR PASSION, BECOME A PERSONAL TRAINER!

Visit this link to learn more about this course: <https://tinyurl.com/WITS2019orientation>

CERTIFIED PERSONAL TRAINER

Get all the important information needed to start an exciting successful career as a Certified Personal Trainer. Employers of all sizes have partnered with W.I.T.S. to come and meet you during our classes. Our personal trainer course is a great way to prepare for the on campus national exam and live your dream of a successful personal trainer career in a field you love. With the course, the first 10 registered get a bonus online course in Nutritional Concepts and Marketing Strategies to LAUNCH YOUR CAREER! You can work right after passing the exams with proof of CPR/AED to obtain your Level 1 Certified Personal Trainer. As a special bonus, you can take advantage of our 30-hour employer internship to get our advanced Level 2 Certified Personal Trainer credential at no additional cost. This W.I.T.S. course is NCCA Accredited. For additional information, call W.I.T.S. at 888-330-9487. Prerequisite: high school diploma. Required Textbook: *Fitness Professional's Handbook* with web resources, 7th edition (ISBN-13: 9781492523376) approx. \$100, available in e-book.



DCB 2126

Practical	S	3/21-4/25	noon-3pm	MAC Fitness	\$679
Lecture	ONLINE				
National Certification Testing	S	5/2	9-11am	KSU (Test vouchers included)	



ULSTER SCORE

A nonprofit association dedicated to helping small business get off the ground, grow and achieve their goals through education and mentorship. Supported by the U.S. Small Business Administration (SBA), SCORE offers free confidential business counseling sessions in person, by phone, by video or by email. The local (Ulster) chapter is supported by SUNY Ulster and is located at the Kingston Center of SUNY Ulster. Contact us at www.ulster.score.org or call 845-339-0468.

PASSIVE INCOME THE HOW-TO'S OF SELLING ON AMAZON

Learn where to start with creating your own brand and selling it on Amazon. You will learn what you need to know to choose if this is a passive income stream that is right for you. Take separately, or all 4 at a discount.

Instructor: Zach Kalatsky has been an entrepreneur running several of his own companies for 8 years. While working for an electronic manufacturer in Brooklyn, he wore several hats such as; production coordinator, art director, customer service lead, led the HR department, started and headed the Amazon sales department and managed each of these teams.

All of his companies were started from concept to where they are today with the vast majority of sales through Amazon's marketplace. He has consulted and taught individuals with no computer knowledge how to grow an online business from concept to stable income. As a reference, one of his companies is www.SageDiffusers.com

Lessons 1-4: Register for all four lessons and receive a discount

DCB2311 W 4/15-5/6 6:30-7:30pm KSU \$50

LESSON 1: Is this Platform Right for Me?

DCB2312 W 4/15 6:30-7:30pm KSU \$20

LESSON 2: How to Source and Manufacture Anything!

DCB2313 W 4/22 6:30-7:30pm KSU \$20

LESSON 3: Creating a Brand and Home on the Internet

DCB2314 W 4/29 6:30-7:30pm KSU \$20

LESSON 4: Launching a Product; Listing, Reviews, Ads, Promotion.

DCB2315 W 5/6 6:30-7:30pm KSU \$20

TURN YOUR BUSINESS DREAMS INTO REALITY

Start or grow your business with this powerful, cutting edge framework to invent, design, improve or redesign your business. Clearly identify areas that make your business grow, thrive or stall. Step back and see the whole picture on one page. Easily shift your approach to keep abreast of changes in the market, and keep up with the competition.

Instructor: Rose Rubin is the Chapter Chair for Ulster SCORE. She has started three small businesses herself and has helped dozens of entrepreneurs start businesses. Her background in business and teaching business courses has given her a clear insight into what it takes to start a business and keep it going so it does not fail in the first five years.

DCB 2316 R 3/26 6-8pm KSU \$25

NEGOTIATE LIKE A PRO & GET WHAT YOU WANT

If you find you are settling rather than getting what you want, this workshop will provide effective ways to negotiate for yourself or for your business. Even if you hate selling or are shy, you can negotiate for what you want and increase the number of times you get what you are worth or what you want. As your business grows or you move up in a company it become more and more imperative to negotiate for success. Topics include: How to deal with the fear of conflict; Owning your value; Not being afraid to ask for what you truly want; Clearing any limiting beliefs that stop you from negotiating.

Instructor: Jennifer Dawn is the owner of Jennifer Dawn Coaching. She's a serial entrepreneur who has grown two multi-million-dollar businesses, loves working on her third now, is a successful speaker, and author. She serves high-achieving entrepreneurs to clarify their business vision, refine their goals, and execute a strategy to achieve them.

DCB 2317 F 5/15 2-4pm KSU \$25

All SCORE classes are FREE for any matriculated SUNY Ulster student and Veterans.
Contact the Continuing & Professional Education Department at 845-339-2025 to register.

M - MONDAY • T - TUESDAY • W - WEDNESDAY • R - THURSDAY • F - FRIDAY • S - SATURDAY • U - SUNDAY