

## **Outreach Activities 2021-2022**

1. Career Fairs: Tioga Job Fair, Tioga County FairGrounds, 11am to 3pm March 24, 2021... June 16, 2021...September 22nd, 2021.

2. Community Outreach:

3. Training and Development:

Our Sales/Marketing Consultants are provided with weekly group sales meetings with the Leadership Team. These meetings provide training, guidance, sales tips, understanding of goals, support and coaching.

Our Sales/Marketing Consultants are provided with weekly 1 on 1 sales training. These meetings provide tools and skills to better guide and assist our staff professionally and personally.

We also provide additional sales training using RUMPLE, a media driven sales tool.

Rumple training tools help our Sales/Marketing Consultants to connect today's social world in a way that helps them stay a step ahead of the competition. An online tool that has various video training sessions that all Sales/Marketing Consultants are required to complete.

We offer RAB Professional Development Foundations Courses to our Sales/Marketing Consultants but any department (promotions, production) can participate. There are 17 online classes with the final exam, resulting in certification as a Sales/Marketing Consultant professional.