

Class Name	Date	Price Before Discount	Member Early Bird Discount	Early Bird Cutoff
Fundamentals of Metallurgy	Mar 6	\$950	\$200	Feb 13
Leadership/Management	Mar 7	\$1,175	\$200	Feb 14
Pricing Optimization (Bralco Metals – CA)	Mar 14	\$795		Feb 21
Coil Processing	Mar 19	\$495		Feb 26
Purchasing & Supply Management	Mar 27-28	\$1,575	\$200	Mar 6
Inside Sales Strategies	Apr 3	\$950	\$200	Mar 13
Reaching Out: Prospecting for Results	Apr 4	\$950	\$200	Mar 14
Transportation & Logistics Management	May 1-2	\$1,575	\$200	Apr 10
Solution Selling	Jun 5	\$950	\$200	May 15
Operations Management 1	Jun 26-27	\$1,575	\$200	Jun 5
Inside Sales Skills	Jul 17	\$950	\$200	Jun 26
Time Management	Jul 18	\$950	\$200	Jun 27
Introduction to Outside Sales	Sep 12	\$1,050	\$200	Aug 22
Negotiation Selling	Sep 18-19	\$1,575	\$200	Aug 29
Sales Management	Oct 3	\$1,575	\$200	Sep 12
Operations Management 2	Oct 23-24	\$1,575	\$200	Oct 2
Advanced Selling for Outside Sales	Nov 6-7	\$1,575	\$200	Oct 16
Best Of Adding Value Through Inside Sales	Nov 14	\$950	\$200	Oct 24

Unless indicated, all classes take place at MSCI Headquarters in Rolling Meadows, IL