



**CPCO of Georgia Premier Business Development Series**  
*“Promoting Professionalism in the Pest Control Industry”*

**Purpose:** To provide business/leadership training for pest control professionals encouraging success personally and professionally.

**Goals:** Provide quality training addressing meaningful topics to carry out CPCO of GA’s mission to Promote Professionalism in the Pest Control Industry

**Series I-IV:** These series will be done quarterly and will be provided in the Lawrenceville area and the Macon area. All who attend 3 of the 4 series will be recognized in the **#BusinessExcellenceClub**

Series I: 1 hour-**Communicating Effectively-Using the DiSC Assessment**-Gayle Ely  
 (piloted 2017) 2 hour- **Goalsetting-Getting Your Mindset Right**-Jeff Swaney

Series II: 1 ½ hours-**Marketing/Sales**-Jeff Swaney  
 1 ½ hours-**Recruiting/Hiring/On Board/Retaining...the Best**-Jeff Annis

Series III: 1 ½ hours-**Financial Management for Non-Financial Managers**-Jeff Swaney  
 1 ½ hours-**Key Performance Indicators-Measure These or Die**-Jeff Annis

Series IV 1 ½ hours-**Leadership Goals to Succeed**-Jeff Swaney  
 1 ½ hours-**Succession Planning**-Jeff Annis

**Participant Cost**=\$99/person for members; \$149/person for non-members-*includes lunch-Call 770-338-1050 to register*

<b>Training</b>	<b>Date</b>	<b>Location</b>
Series II	March 2, 9am-1pm	Gwinnett County Extension Services 2 <sup>nd</sup> Floor, 750 S. Perry Street #400, Lawrenceville, GA 30046
Series II	March 9, 9am-1pm	Comfort Inn & Suites 5000 Harrison Road-Meeting Room Macon, GA 31206
Series III	May 11, 9am-1pm	Gwinnett County Extension Services 2 <sup>nd</sup> Floor, 750 S. Perry Street #400, Lawrenceville, GA 30046
Series III	May 18, 9am-1pm	Comfort Inn & Suites 5000 Harrison Road-Meeting Room Macon, GA 31206
Series IV	August 17, 9am-1pm	Gwinnett County Extension Services 2 <sup>nd</sup> Floor, 750 S. Perry Street #400, Lawrenceville, GA 30046
Series IV	August 24, 9am-1pm	Comfort Inn & Suites 5000 Harrison Road-Meeting Room Macon, GA 31206
Series I	November 30, 9am-1pm	Gwinnett County Extension Services 2 <sup>nd</sup> Floor, 750 S. Perry Street #400, Lawrenceville, GA 30046
Series I	December 14, 9am-1pm	Comfort Inn & Suites 5000 Harrison Road-Meeting Room Macon, GA 31206