

# COMMUTER CONNECTIONS

## FY2012 Employer Outreach Training Sessions and Schedule

### **1. September 2011 – The Art of Cold Calling Part II**

Intensive session: This training session will be a continuation of the session from March 2011 that will provide break through techniques to get to the right individuals at employer sites that can assist in either starting or expanding TDM programs.

### **2. December 2012 – LEED Certification**

An in depth session on the newest LEED Certifications and USGBC guidelines for eligible employers implementing TDM programs and services at single employer sites or multi-tenant developments.

### **3. March 2012 – Bicycle/Pedestrian Programs**

This session will focus in information for implementing bike/ped programs at employer sites including infrastructure improvements (bike racks, parking, lockers, showers, bike sharing), implementation of the bicycle benefit, and bicycle and walking safety.

### **4. June 2012 – Time Management**

The session will focus on increasing efficiency and productivity in your daily, weekly, and monthly Employer Outreach TDM sales work activities aided by a range of skills, tools, and techniques used to manage time when accomplishing specific tasks, projects and goals.