



ONLINEMEDIACAMPUS

High-quality, low-cost web conferences that help *media professionals* develop new job skills *without leaving their offices.*

Don't sell yourself short. Check out our revenue archives today!



.....
**Sales training webinars
available at your
convenience!**

**Webinar archive registration fee:
\$35 per session**

***Free if you registered for the live session**
.....

Follow us:



Online Media
Campus



OnlineMediaCamp

To access our collection of revenue-focused archives:

- Go to www.onlinemediacampus.com and click on the **webinar** tab.
- On the left-hand side, click the **revenue** category.

How it works:

- Sign up for the webinar archive at the provided registration link or fill out the attached form.
- After registering, receive a link to watch the webinar archive.
- View the webinar archive as many times as you want.



Revenue-Focused Webinars Archive Request Form

YES! I'd like to receive login information for the following webinars:

Registration fee: \$35

- | | |
|---|--|
| <input type="checkbox"/> The Art of Prospecting: Your Guide to Getting in the Door | <input type="checkbox"/> Classified Outbound Calling: Revenue that Sticks |
| <input type="checkbox"/> Think Bigger than Native Advertising | <input type="checkbox"/> How's Business? Help your team answer the hard questions about the media industry |
| <input type="checkbox"/> What's Next for Classifieds? | <input type="checkbox"/> Overcome Objections and Close More Sales! |
| <input type="checkbox"/> Pay Day: Top 5 Sales Strategies to Create More Revenue | <input type="checkbox"/> Developing a Competitive Sales Advantage |
| <input type="checkbox"/> Salesperson vs. Professional Visitor: Breaking through the Sales Cycle | |
| <input type="checkbox"/> Sales by the Numbers | |
| <input type="checkbox"/> Laying the Groundwork and Giving the Pitch | |
| <input type="checkbox"/> Handling Objections, Follow-up & Optimizing Sales Performance | |

For more information regarding these webinars or to view all available revenue-focused webinars go to:

**[www.onlinemediacampus.com/
categories/revenue](http://www.onlinemediacampus.com/categories/revenue)**

Name _____ Newspaper _____

Address _____ City _____ State _____ ZIP _____

Phone _____ Fax _____ E-mail _____

Credit card # _____ Exp. ____/____
VISA/Mastercard only

Address _____ ZIP _____
must be address/zip where billing is sent

Amount to be charged \$ _____ Date _____

Authorized signature _____

Send your completed
registration form(s) to:

IOWA NEWSPAPER FOUNDATION
319 E. 5th St., Des Moines, IA 50309

FAX to INF at 866-593-7406

EMAIL to rrohlf@inanews.com

REGISTER ONLINE at
ONLINEMEDIACAMPUS.COM

Upon receipt you will receive details on how to access the selected archives.

RECEIPT OF REGISTRATION: If you do not receive an acknowledgement of receipt within five working days after you sent it, please contact Ryan Rohlif at rrohlf@inanews.com.

This registration was received by the
Iowa Newspaper Foundation on
