

### Certified Snow Professional (CSP) CEUs for GLTE 2018

| Session Date           | Session Time | Session Title  | Session Track                  | Credits & Categories |
|------------------------|--------------|--|--------------------------------|----------------------|
| Monday, Jan. 22, 2018  | 9:00a-10:20a | How to Find, Attract and Keep the Best Employees for Your Green Industry Company | Shaping Leadership             | 2 CSP CEUs           |
|                        | 11:00-11:50a | Financing the Off-Season: A New "Way" for the Green Industry                     | Shaping Leadership             | 1 CSP CEU            |
|                        | 1:10p-2:00p  | Top 7 Communication Skills for Top Leaders                                       | Shaping Leadership             | 1 CSP CEU            |
|                        | 2:10p-3:00p  | Creating Breakthrough Customer Service   | Shaping Leadership             | 1 CSP CEU            |
|                        | 3:10p-4:00p  | How to Engage and Motivate Your Green Industry Team                              | Shaping Leadership             | 1 CSP CEU            |
| Tuesday, Jan. 23, 2018 | 8:00a-8:50a  | Essential Items for Every Website  | Business and Marketing         | 1 CSP CEU            |
|                        | 9:00a-9:50a  | The Science and Art of Buying and Selling  | Retail, Business and Marketing | 1 CSP CEU            |
|                        | 1:00p-3:00p  | Strategies to Win  | Business and Marketing         | 2 CSP CEUs           |
|                        | 3:15p-4:05p  | Open to Buy  | Retail                         | 1 CSP CEU            |
|                        |              | Leveraging Relationships Through Social Media                                    | Business and Marketing         | 1 CSP CEU            |
|                        | 4:15-5:05p   | Next Generation Marketing  | Retail, Business and Marketing | 1 CSP CEU            |