

## Online Registration

PeopleSoft

Augusoft

Datatel

CDI (Boston Reed's product)

## Hot Classes

Food Handlers Certificate for Handlers & Managers

Supervision & Management

Ballroom Dancing

Babysitter Safety

Kids Hands-on Science Classes

Animal Classes

Robotics Classes

Hands-on Makeup

Boston Reed classes

Broadway Dance & Chorus for Kids

Voice Acting

Ed2Go, Gatlin (AutoCad, Pharm Tech, Travel)

SAT prep

## Course Pricing

## Field Act

## Payment for Non-Attendees

## Camps

## Certificate programs

## New Marketing Ideas (Cindy)

## Staffing

Convincing your admin. you're their very best marketing tool

Importance of the customer service connection at the front desk

Field Act exemptions

Enrolling credit and non-credit students in the same class

Revenue sharing with college general funds (i.e. - do Community Ed. programs "give back" revenue to the college and what % or \$ figure)

Instructor fingerprinting

Offering EdToGo and Gatlin classes

Instructor payment for non-attendees

Class minimums

Contractor hiring processes