

Monthly Webinars

ELLI Membership Only

2024

Course #	Month Offered	Course Name	Instructor
1	Feb.	First Contact: How do you want to be seen?	Chris Mitchell
2	Mar.	How to work with specialty disciplines on a team	George Winterling
3	Apr.	How to approach a design concept	Mark Carlson
4	May	Differences between Sales-centric, Design-centric, and Systems-centric	Chris Mitchell
5	Jun.	How to best serve affluent clients	George Winterling
6	Jul.	How to create atmosphere & mood	Mark Carlson
7	Aug.	New to business: Where to start learning and why	Chris Mitchell
8	Sep.	When to use mock-ups & demo's	George Winterling
9	Oct.	What to consider for work outside of your territory	Mark Carlson
10	Nov.	Service: The real money maker	Chris Mitchell
11	Dec.	How to conceal light sources	George Winterling