

Monthly Webinars

ELLI Membership Only

2024 r3

Webinar #	Month Offered	Course Name	Instructor
1	9-Feb	First Contact: How do you want to be seen?	Chris Mitchell
2	8-Mar	How to Work with Specialty Disciplines	George Winterling
3	12-Apr	How to Approach a Design Concept	Mark Carlson
4	10-May	Differences of Sales-centric, Design-centric, and Systems-centric	Chris Mitchell
5	14-Jun	How to Best Serve Affluent Clients	George Winterling
6	29-Jul	Plan Information & Symbols	Mark Carlson
7	21-Aug	Understanding Warranties	Mark Carlson
8	11-Sep	Service Checklists & Maintenance	Chris Mitchell
9	9-Oct	Service: The Real Money Maker	Chris Mitchell
10	8-Nov	Business Management & Operations	Sam Maddy
11	13-Dec	Lighting Trade School (LTS)	Nate Mullen