

ASI Education
Certification Transcript

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BASI Core Requirements

<u>Points Earned</u>	<u>Session Title</u>	<u>Type of Education</u>	<u>Date Completed</u>
1	ND01: Nailing Down the Basics	Online Learning Center Courses	1/7/2011
1	ND02: Marketing Your New Business	Online Learning Center Courses	1/10/2011
1	ND03: Steps to Selling Success	Online Learning Center Courses	1/17/2011
1	<i>New Distributor: Ad Specialty Sales 101: Building a Foundation for Success</i>	ASI Orlando 2011	1/23/2011
1	<i>New Distributor: Powerful Sales Strategies to Build Your Customer Base</i>	ASI Orlando 2011	1/23/2011
1	<i>New Distributor: Low-Cost, High-Impact Marketing Secrets to Ramp Up Your Biz</i>	ASI Orlando 2011	1/23/2011
1.5	<i>New Distributor Networking Lunch: 10 Top-Selling Promo Campaigns</i>	ASI Orlando 2011	1/23/2011
1	<i>New Distributor: How to Build Profitable Client Relationships</i>	ASI Orlando 2011	1/23/2011
1	<i>New Distributor: Niche to be Rich: Money-Making Sectors to Target Today</i>	ASI Orlando 2011	1/23/2011
1	<i>New Distributor: The Confident Distributor: How to Present Yourself as a True Promotional Expert</i>	ASI Orlando 2011	1/23/2011
1	<i>Women's Networking Reception</i>	ASI Orlando 2011	1/23/2011
1	<i>Sales: Get 20% More Sales From Existing Clients</i>	ASI Orlando 2011	1/24/2011
1	<i>Marketing: Become a Lead-Generating Machine: Unexpected Ways to Get New Clients</i>	ASI Orlando 2011	1/24/2011
1	<i>Business-Building Strategies: Today's Buyers: How to Find Them, Market and Sell to Them</i>	ASI Orlando 2011	1/24/2011
1	<i>Hot Niche Markets: Cash in on the Billion-Dollar Health-Care Market</i>	ASI Orlando 2011	1/24/2011
1	<i>Wearables University: The Ultimate Wearables Bootcamp</i>	ASI Orlando 2011	1/24/2011
1	<i>Hands-On Technology Training: CoreIDRAW Beyond the Basics: Create Dynamic Visual Effects</i>	ASI Orlando 2011	1/24/2011
1.5	<i>Keynote: Michael J. Fox Keynote: Always Looking Up: The Adventures of an Incurable Optimist</i>	ASI Orlando 2011	1/25/2011
1	ND04: Creative Case Studies	Online Learning Center Courses	2/6/2011
1	ND05: Avoid First-Year Pitfalls	Online Learning Center Courses	2/27/2011
1	ND06: Managing Your Business	Online Learning Center Courses	3/5/2011
1	ND07: Wearables Crash Course	Online Learning Center Courses	3/14/2011
1	ND08: Write Your Business Plan	Online Learning Center Courses	3/15/2011
1	ND09: Building Client Relationships	Online Learning Center Courses	3/20/2011

25 Total Points

BASI Elective Courses

<u>Points Earned</u>	<u>Session Title</u>	<u>Type of Education</u>	<u>Date Completed</u>
2	ASI Education Board Member	Industry Involvement	2011
15	2010 ASI Power Summit	ASI Summits	11/7/2010
0.5	<i>Marketing: How To Maximize (OK Squeeze) Your Marketing Dollars!</i>	PPAI Expo	1/11/2011
0.5	<i>Sales: Start Warm Calling To Grow Your Business!</i>	PPAI Expo	1/11/2011
0.5	<i>Marketing: Shoestring Marketing Secrets!</i>	PPAI Expo	1/11/2011
0.5	<i>Keynote: How to Get the Most Out of Your Trade Show Experience</i>	ASI Orlando 2011	1/23/2011
1.5	<i>Keynote: Supplier Secrets Keynote: Drive Sales with New Products</i>	ASI Orlando 2011	1/24/2011
0.5	<i>Sales: How to Sell to Big Companies</i>	ASI Radio Show	2/3/2011
0.5	<i>Sales: Tip of the Week compilation</i>	ASI Video Series	2/10/2011
0.5	<i>Hot Niche Markets: The Joe Show niche product compilation</i>	ASI Video Series	2/10/2011
1	<i>Sales: Get Inside Your Client's Mind: Learn Powerful Strategies to Engage Your Buyer and Close</i>	ASI Dallas 2011	2/16/2011
1	<i>Sales: Make More Money: 30 Sales Ideas in 60 Minutes</i>	ASI Dallas 2011	2/16/2011
1	<i>Sales: Cold-Call Like a Pro: Training to Master The Ultimate Prospecting Tool</i>	ASI Dallas 2011	2/16/2011
1	<i>Marketing: Real-Life Self-Promos that Generated Sales</i>	ASI Dallas 2011	2/16/2011
1	<i>Marketing: 10 Steps to Successfully Launch and Manage Your Social Media Campaigns</i>	ASI Dallas 2011	2/16/2011
1	<i>Business-Building Strategies: Prove It to Me: How to Calculate the ROI of Promotional Advertising</i>	ASI Dallas 2011	2/16/2011
1	<i>Sales: Secrets for Selling to Executives: How to Access C-Level Decision-Makers</i>	ASI Dallas 2011	2/17/2011
1	<i>Sales: Power Prospecting: How to Turn the Tables on Rejection</i>	ASI Dallas 2011	2/17/2011
1	<i>Sales: Sign Here: Perfect Your Closing Skills</i>	ASI Dallas 2011	2/17/2011
0.5	<i>Wearables University: Monthly Trend compilation</i>	ASI Video Series	2/20/2011
0.5	<i>Wearables University: Boost Apparel Sales: Tips From the Pros</i>	ASI Video Series	2/20/2011
0.5	<i>Sales: Cold-Call Solutions</i>	ASI Radio Show	2/20/2011
1	ND10: Green Apparel From A-Z: Grow Your Eco-Wear Business	Online Learning Center Courses	3/1/2011
1	ND11: Social Networking Tactics That Deliver Results	Online Learning Center Courses	3/6/2011
1	<i>Sales: Five Fast-Changing Markets and How to Sell Into Them</i>	ASI Education Webinars	3/10/2011
1	ND12: Customer Service Tactics to Increase Sales and Snag Market Share	Online Learning Center Courses	3/20/2011
1	ND13: Cold-Calling Clinic: Get More Appointments Now	Online Learning Center Courses	3/22/2011
1	<i>Sales: Master the Art of the RFP: Learn How From Purchasing Agents</i>	ASI Education Webinars	3/26/2011
1	<i>Sales: Cold-Calling Clinic: Get More Appointments Now</i>	ASI Education Webinars	4/2/2011
1	ND14: Break Into These Five Hot Apparel Markets	Online Learning Center Courses	4/17/2011
1	<i>Sales: Surefire Negotiation Strategies for Any Situation</i>	ASI Education Webinars	4/29/2011
1	<i>Wearables University: Learn How to Sell These Hot Apparel Trends</i>	ASI Education Webinars	5/1/2011
2	Participated in industry research and panels	Industry Involvement	May 2011
0.5	<i>Sales: Effective Ways to Get Gatekeepers on Your Side</i>	ASI Radio Show	5/2/2011
0.5	<i>Business-Building Strategies: Ways to Get Clients to Pay Bills</i>	ASI Radio Show	5/12/2011
0.5	<i>Sales: How to Deal With Losing a Contact</i>	ASI Radio Show	5/16/2011
0.5	<i>Sales: Beat the Summer Sales Slump</i>	ASI Radio Show	5/21/2011
0.5	<i>Sales: How to Overcome Customer Price Objections</i>	ASI Radio Show	6/2/2011
3	2011 ASI Million-Dollar Sales Summit	ASI Summits	7/22/2011

50 Total Points

75 Total Points toward BASI Certification