



## ***Complimentary Business Excellence Seminars***

**Location: The Chamber of Southern Saratoga County  
Education Center  
15 Park Avenue  
Clifton Park, NY 12065  
8:00 am – 9:00 am**

June 9, 2010  
“Hiring the Right People”  
Debra J. M. Best, SPHR  
HR, Operations and Organization Effectiveness

July 6, 2010  
“Successful Sales – Overcoming Objections”  
Katherine Baker, Business Advisor  
Small Business Development Center  
University at Albany

August 10, 2010  
“The Real Cost of Investing: What You Don’t Know Can Hurt You”  
Kathleen Godfrey, President  
Godfrey Financial Associates, Inc.

September 7, 2010  
“Finding The Right College At The Right Price”  
Dr. Dean Skarlis, President  
The College Advisor of New York

October 12, 2010  
“Ways To Make Sure Your Net Is Working – A Discussion On Making Good Connections”  
Anne Saile, President  
The Saile Group

November 11, 2010  
“Business Class – A Guide To Business Etiquette”  
Gail Hamel  
Hamel Resources, LLC

Seating is limited. To make your reservation please contact  
[floria@scherffinsurance.com](mailto:floria@scherffinsurance.com) or (518) 688-3010 ext. 100