

**I'MProving LLC DBA Dale Carnegie Training Hawaii  
DLIR/WDD 2015-01, ETF #02  
Training Matrix**

\* The prices approved by STATE for services performed pursuant to RFP DLIR/WDD 2015-01 shall be fifty-percent (50%) of the cost of the ETF Assistance listed in the "Total Tuition" column inclusive; However the maximum payment for each unit of service that the STATE will pay shall not exceed \$250; if applicable, tax inclusive. The employer shall pay the other fifty percent (50%) of ETF assistance, tax inclusive, listed in the "Total STATE Tuition" column and any excess balance that exceeds the assistance directly to CONTRACTOR.

Training Activity		Duration in Hours	Duration in Weeks	Course Schedule	TUITION PRICE		
Program Area	Course Title				Tuition Price	State Discount Rate (%) & Cost per unit	Total STATE Tuition and, if applicable, including tax*
Communications/Interpersonal Skills	The Dale Carnegie Course: Skills for Success (DCSS) Part 1 of 2	14	4	See Website	\$849	None	\$889.00
Communications/Interpersonal Skills	The Dale Carnegie Course: Skills for Success (DCSS) Part 2 of 2	14	4	See Website	\$849	None	\$889.00
Communications/Interpersonal Skills	The Dale Carnegie Course: Building Confidence	14	4	See Website	\$548	None	\$889.00
Communications/Interpersonal Skills	The Dale Carnegie Course: Effective Communications	14	4	See Website	\$548	None	\$889.00
Communications/Interpersonal Skills	The Dale Carnegie Course: Human Relations Skills	14	4	See Website	\$548	None	\$889.00
Presentations	High Impact Presentations	16	Up to 4 weeks depending on schedule	See Website	\$1,595	None	\$573.82
SALES	DALE CARNEGIE SALES COURSE: Winning with Relationship Selling Part 1 of 2	14	4 wks	See Website	\$849	None	\$889.00
SALES	DALE CARNEGIE SALES COURSE: Winning with Relationship Selling Part 2 of 2	14	4 wks	See Website	\$849	None	\$889.00
Leadership	Leadership Training for Managers-(Meet one time per week)	12	4 weeks	See Website	\$848	None	\$887.43

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Leadership	Leadership Training for Managers (With recap)	12	3 weeks	See Website	\$848	None	\$887.43
Sales	How to Sell Like a Pro	16	1 week	See Website	\$1,295	None	\$1,356.02
Sales	How to Cold Call & Build New Customers	8	1 week	See Website	\$399	None	\$375.91
Sales	Power Prospecting: How to Get More Leads & Customers	4	1 week	See Website	\$199	None	\$208.37
Sales/Presentations	How to Deliver Winning Sales Presentations	16	1 week	See Website	\$1,295	None	\$1,356.02
Other Business/Leadership Team	People Skills for First-Time Managers	8	1 week	See Website	\$399	None	\$375.91
Other Business/Leadership Team	How to Run Meetings	3	1 day	See Website	\$199	None	\$208.37
Other Business/Leadership Team	How to Keep Your Staff Motivated, Energized & Engaged	8	1 day	See Website	\$399	None	\$375.91
Other Business/Leadership Team	How to Turn Difficult Employers into Productive Contributors	8	1 day	See Website	\$399	None	\$375.91
Other Business/Leadership Team	How to Handle Multiple Demands On Your Time	4	1 day	See Website	\$199	None	\$208.37
Leadership/Sales	Sales Leadership Excellence	16	1 week	See Website	\$1,295	None	\$1,251.30
Customer Services	Intro to Exceptional Customer Service	4	1 day	See Website	\$299	None	\$313.09
Customer Service	How to Turn Customer Service into Relationships	8	1 day	See Website	\$399	None	\$375.91
Communications	How to Communicate with Diplomacy & Tact	8	1 day	See Website	\$499	None	\$522.51
Stress Management	How to Conquer Workplace Stres	4	1 day	See Website	\$199	None	\$208.37
Customer Service	Attitudes for services and Telephone Skills	4	4-hour worksh	See Website	\$299	None	\$313.09
Presentations	High Impact Presentations (One-day workshop)	8	1 days	See Website	\$599	None	\$627.22
Customer Service-DIGITAL	<b>LIVE Online:</b> Attitudes for Service & Telephone Skills	3	1 day	See Website	\$399	None	417.80
<b>Sales - DIGITAL</b>	<b>LIVE Online:</b> How to Cold Call & Build New Customers	3	1 day	See Website	\$299	None	\$313.09
<b>Sales - DIGITAL</b>	<b>LIVE Online:</b> Compelling Sales Presentations	3	1 day	See Website	\$299	None	\$313.09

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Leadership	Step Up to Leadership	8	1 day	See Website	\$499	None	\$522.51
Leadership	Time Management	3	3 hr workshop	See Website	\$299	None	\$313.09

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nn, tax )%) of the cost
<b>Certification offered? Yes/No</b>
No



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No

No