

### Certified Snow Professional (CSP) CEUs for GLTE 2019

Session Date	Session Time	Session Title	Session Track	Credits & Categories
Monday, January 28	9:00a -9:50a	Cash Flow and Cash Flow Budgeting	Business	1 CSP CEU
	1:40p -2:30p	Building Effective Management Skills	Turf and Landscape Management	1 CSP CEU
	2:40p -3:30p	Why do we Need to Charge so Much?	Turf and Landscape Management	1 CSP CEU
	3:40p -4:30p	How to Collect Money While Keeping Your Customers Happy	Arboriculture, Business	1 CSP CEU
Tuesday, January 29	8:00a -8:50a	Marketing to Millenials	Irrigation, Retail	1 CSP CEU
	9:00a -9:50a	Embrace Your Inner Geek	Arboriculture, Business, Marketing and Technology	1 CSP CEU
	3:15p -4:05p	Fundamentals for Longterm Success	Irrigation, Business, Marketing and Technology	1 CSP CEU
	3:15p -5:05p	Selling Skills for Green Industry Rock Stars	Landscape Design/Build	2 CSP CEUs
	4:15p -5:05p	Growing Your Green Industry Business: What it Takes to Move to the Next Level	Irrigation, Business, Marketing and Technology	1 CSP CEU
Wednesday, January 30	9:00a -9:50a	Turning Marketing Challenges into Opportunities	Retail	1 CSP CEU