

Vendors – Only Attend If You Want To Sell More Effectively

All HR Vendors are looking to increase company visibility in their marketplace and to sell more products and/or services to Human Resources Professionals. But do you really understand the Human Resources professional and their needs?

CHRA will be offering a training opportunity called “*HR 101 for Vendors*” on Friday, February 10th, from 8:00 to 10:00 a.m. at PSA Financial in Hunt Valley (11311 McCormick Road, Hunt Valley, MD 21031). The training is designed to help vendors better identify with HR professionals. Come and learn the

- changing roles of the Human Resources professional,
- essential HR functions and responsibilities,
- internal business partners
- key laws and glossary terms to better understand HR acronyms,
- answers to questions that have been on your minds.

The session is limited to 20 participants, so register quickly. Cost is \$60 per person. This training is designed for vendors, although practitioners may attend. HRCI credit is NOT offered for this program.

For more information concerning registration, contact CHRA at 410-752-3318 or AnnaMuller@assnhqtrs.com. Questions regarding session format should be sent to Helene Schaefer, SPHR at hschaefer@hresultsinc.com. For additional information about the *HR 101 for Vendors* session, contact Lou Carloni at Lou@smbcinc.com.

Registration – CHRA “HR 101 for Vendors” February 10, 2012

Name: _____ Phone: _____
Company: _____ Email: _____
Address: _____ City/St/Zip: _____

Please check payment information:

Check enclosed – Payable to CHRA

Please charge to credit card: Visa / MasterCard / American Express

Credit Card #: _____ Exp: _____/_____/_____

Signature: _____ Total Amount: _____

Please mail with your check to: CHRA Headquarters / 720 Light Street / Baltimore, MD 21230

(410) 410-752-3318 / Fax: (410) 410-752-8295

Cancellations must be made 72 hours in advance to receive a refund