

All Access Pass



2021 - 2022 Upcoming Webinars

October Webinars

- Oct 5 - Close More Sales Using Targeted Sales Conversations
- Oct 7 - Sales Managers - Know When to Lead, Manage or Coach
- Oct 19 - Employee Retention Credit
- Oct 20 - Building Trust in New or Evolving Roles
- Oct 26 - Operations Leaders: Get More From Your Machines Through Benchmarking
- Oct 28 - What Every Process Improvement Professional Needs to Know

November Webinars

- Nov 3 - Create Impactful Value Statements for Every Sales Opportunity
- Nov 9 - Defining the Graphic Grades of Substrates
- Nov 11 - Best Practices for Effective Paper Management
- Nov 16 - Workplace Retaliation: The Employment Boomerang

December Webinars

- Dec 1 - Maximize Your Professional Persona Using LinkedIn
- Dec 2 - Operations Leaders: Prioritize Your Team's Time to Get More From Your Machines
- Dec 7 - Printing Press Orientation
- Dec 9 - Empowering Others for Success
- Dec 15 - Leverage the Voice of Your Customers to Grow Revenue

January Webinars

- Jan 11 - Do You Have the Right Sales Structure for the Future?
- Jan 12 - Folding Carton/Rigid Box/Microflute Series Part 1
- Jan 19 - Folding Carton/Rigid Box/Microflute Series Part 2
- Jan 20 - Trouble Shooting 101: Requirements for Maintenance Professionals
- Jan 26 - Folding Carton/Rigid Box/Microflute Series Part 3
- Jan 27 - Economic and Legislative Updates Impacting AICC Members

February Webinars

- Feb 2 - How to Think Like an Owner: OTJ Judgment Training
- Feb 3 - Taking Control of the Corrugator
- Feb 8 - Commercial Conversations that Lead to Revenue
- Feb 11 - Maintenance Troubleshooter Core Knowledge
- Feb 10 - How Do Leaders Become Coaches?
- Feb 16 - Don't Play With My Pay: A Wage and Hour Update

Pass Price Per Company: \$1,695 (Saves Over \$10,000) Purchase Online: [AICCbox.org/pass](https://aiccbox.org/pass)

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March Webinars

- Mar 10 - Learning to Set Print Impressions
- Mar 15 - Professional Prospecting
- Mar 16 - Physical Attributes of Paperboard and Corrugated
- Mar 23 - How to Leverage Data to Drive Productivity and Improve Business Agility
- Mar 24 - Trouble Shooting Today: Collaborative Problem Solving
- Mar 29 - How Bundling and Unitizing Affect the Bottom Line
- Mar 31 - Operations Leaders: Understand Your True Cost of Downtime and Take Action

April Webinars

- Apr 13 - Key Account Development
- Apr 20 - Material Testing and Why You Need it Now
- Apr 21- Maintenance Department 5S
- Apr 26 - Troubleshooting Printing Problems
- Apr 28 - Developing a High Performance Team

May Webinars

- May 4 - Accelerate Business Relationships
- May 11 - What Testing and Requirements are Best Suited in the Packaging Industry
- May 19 - Maximizing Productivity Through Effective Plant Scheduling
- May 24 - Managing Disability and Leave Issues

June Webinars

- Jun 8 - Guaranteeing Board Strength

More Webinars Coming Soon!



Your Packaging Education

All Access Pass

Keep your training costs low, payments easy, and to streamline how you and your employees register for AICC's webinars with the All Access Pass. The pass gives your entire company FULL ACCESS to all AICC webinars, and their recordings, from September 2021 - July 2022 for one price. We are planning a slate of 50 webinars.



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Contact

Taryn Pyle, Director of Education & Leadership Development



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Pass Benefits

- ▶ You and all of your employees get access to all the AICC webinars offered through July 2022. That's right, over **50 webinars** with an average registration of normally sold for \$250 per webinar. **This is a value of over \$10,000.** Since you can't travel right now, why not give all your employees access to some of AICC's best speakers, trainers, and content?
- ▶ All employees can register for webinars critical to their development knowing they are already approved. Your company gets an ACCESS Passcode that everyone in your company can use to register for any webinar through July 2022 and accesses webinar recordings from September 2021 - present.
- ▶ Employees stay current on what AICC is offering, and you know they are getting quality industry education.
- ▶ While virtual conferences and hybrid courses are not included, AICC currently has more than **50 webinars** scheduled and recorded, with more being added that are included with the All Access Pass.
- ▶ When you invest in professional development, you invest in your organization's potential. You equip your team with shared knowledge that helps them perform at a high level, and you position your organization to attract and retain top talent—professionals who value continuous learning and career growth.



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Pass FAQs

▶ **Whats Included in the All Access Pass Package?**

The All Access Pass gives you access to all AICC webinars. There are over **50** currently scheduled. These webinars include something for everyone in sales, HR, design, customer service, and production. Machine and industry-specific courses are also offered. The All Access Pass does not include virtual summits, hybrid courses, or virtual conferences. For a list of AICC's current webinars, visit www.AICCbox.org/calendar.

▶ **Will This Affect Free Online Packaging School Courses?**

As an AICC member, all Packaging School online courses are already free to any employee, so online education is not impacted by the All Access Pass.

▶ **Once Purchased, Who Has Access to the Pass?**

All employees can register for any webinar at no additional charge with the All Access Pass. We give you a code that all team members can use at any time, and we send you a reminder before the event so you can get registered.

▶ **When Will My Access Pass Expire?**

The Access Pass is valid through July 2022. You can renew each year, and all webinar topics will be scheduled in advance so you can see what is coming up.



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Pass FAQs

▶ **My Organization Is an AICC Member, but We Did Not Purchase an Access Pass. What Do We Need to Do?**

If you see seven or more webinar topics listed that you would like to attend, then you should purchase the All Access Pass. Webinar fees average \$250 per company location. All current AICC members are eligible to purchase the Pass. If you are interested in a cost-efficient way to plan for your staff's professional development, please contact Taryn Pyle at tpyle@aiccbbox.org or (703) 535-1391 or Chelsea May at cmay@aiccbbox.org or (703) 535-1396.

▶ **What If I Miss a Webinar?**

You get unlimited access to the recording. All pass holders will receive the recording of each webinar within 48 hours of the event.

Company Name

Company Pass Holder Contact Name

Contact Email

Contact Phone Number

Payment Method

Credit Card Type

Exp Date

☐ Check ☐ Credit Card

Credit Card Number

Signature



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