

## Workshop Schedule - Supply Chain 1-2-3: Food & Beverage sector

Locations:

**Charlottetown:** Charlottetown Inn  
238 Grafton Street  
Charlottetown, PEI C1A1L5

**Webinar:** Online training, participate from your home or office.  
*2 hours. Will be offered once in the morning and once in early afternoon*

Workshop Dates & Topics: (In-person sessions will take place from 9:00am to 3:00pm)

Date	Module	Title
Thurs. March 21, 2019	1	Understanding Consumers
Thurs. March 28, 2019	2	Setting up for Success
Thurs. April 4, 2109	3	Selling Your Products: Where and How <b>(Webinar)</b>
Thurs. April 11, 2019	4	Understanding Customers: Retailers & Wholesalers
Thurs. April 18, 2019	5	Building Relationship with Customers
Thurs. April 25, 2019	6	Achieving Greatness: What Makes Great Food Products <b>(Webinar)</b>
Thurs. May 2, 2019	7	Implementing the Sales Process
Thurs. May 9, 2019	8	Presenting to your category manager-your turn!