



# A Partnership for Profit

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**The need for training to meet the challenges of today's competitive retail environment is widely recognised, but to find affordable, effective programmes is not easy.**

That is where membership of AIS can be so rewarding. AIS has taken on board the latest thinking and has applied it to independent retailing. The AIS training department provides a comprehensive range of training and professional development activities.

Cost effective seminars and training courses are planned and organised to meet the specific needs of the membership. These events encompass the whole range of employee and knowledge development within retailing across both technical and interpersonal skills. Courses are available at varying levels and include topics such as selling skills, visual merchandising, product specific seminars and executive master classes focusing on key business issues. Supplier's visits are also organised exclusively for members to increase understanding of various product areas.

## Training