



**Program Returning October 2019!**

# **NEFI Management Development Program**

**for Key Staff at Retail Heating Fuel Companies**  
in partnership with Quinnipiac University Corporate Training

**Announcement and Preview At  
the September Heat Show**

**ZERO disrupting any busy winter staffing needs!  
Self-Paced!!! Take these classes in your free time!**

**Self-Paced Modules**

**You've got great people.**

**They've grown your business to where you are today.**

**Give them the tools to be successful tomorrow.**



**Quinnipiac**  
Corporate Training

## PROGRAM FORMAT

Quinnipiac University's Corporate Training Division has partnered with NEFI to develop an outstanding 7-month course. Through a combination of:

- **FOUR in-state classroom sessions across the region (TBD)**
- **NINE self-paced online learning modules, and...**
- **THREE live online group coaching sessions**

Your managers will master these skills without missing any significant time from work. They will become stronger, more effective, more accountable leaders prepared to bring their teams to a higher level of performance.



### ON-SITE TRAINING SESSIONS

Held in regionally convenient classroom locations, led by University-level management experts.



### ONLINE COURSES


Developed using a blended approach to meet the specific needs of the cohort team.

## HOW WILL MY COMPANY BENEFIT?

- Increased employee productivity.
- True team performance.
- More effective meetings and reporting.
- Clearer communication throughout the organization.



## PROGRAM TOPICS

- Leadership Styles, Techniques & Approaches
- Improving Emotional Intelligence in You & Your Team
- Personal Productivity, Time Management & Meeting Effectiveness 
- Engineering a Climate & Culture that Motivates & Engages Employees
- Communicating for Impact
- Selecting a Winning Team
- Analytical Thinking 
- Leading Others Through Change
- Inspiring & Motivating Others to Achieve New Levels of Success

## PROGRAM DETAILS

### Program Fee (2018)

\$1,950 for NEFI members

\$2,450 for non-members

*Includes tuition and books*

### Location



Distance Learning and Conveniently Located Classroom Sessions

### To Learn More, Contact:

**Lisa Avery at NEFI**  
education@nefi.com

**(617) 924-1000**

*Please note, there will be a minimum number of 10 participants in your state needed to run this program.*



**Quinnipiac**  
Corporate Training

