

AMPC 2012 Regional Course Descriptions

Fastrac

A content rich seminar designed specifically for new store owners/managers. It is a full day of presentations with content established by the most successful MPC owners in the country. The best practices of store operations and set-up are provided.

Topics include: history of the industry, general store operations, general store setup tools, general shipping restrictions, general packing, package processing, package drop-offs, POS Systems, customer service, business planning, basic finances, staffing a store, liability and insurance, pricing, hands on training, marketing and advertising, record management, carrier accounts, Commercial Mail Receiving Agency, HIPDR, AMPC freight, AMPC and Neighborhood Postal Centers.

PrinTrac

Learn how to get started in the Print for Pay business. From pricing to production, this session will show you how the products created by printing and copying are the key to growing and competing in that business.

Shipping III – Freight

Freight, domestic and international freight, modes of transportation, estimating, pricing and income, attracting large/heavy freight business are covered. Also covered is how to use the AMPC Freight online shipping program.

Coaches Corner

Spend an hour with industry experts David Shappee or Steve Merrick, founders of MPC Coaches Network, a consulting firm. Building successful Mail and Parcel Centers one owner at a time, MPC Coaches Network provides onsite success training through proven business advice and practices.

Profits in Packing

Turn the packing portion of your business into the profit center it can be. Review the best practices for inventory and pricing of supplies. Learn how to combine these practices with pack estimating to create a smooth workflow environment with increased sales.

Referral Profits in Social Networking

Facebook and Twitter have created opportunities for retail businesses to multiply the concepts of face-to-face networking exponentially. Learn how the simple techniques of word-of-mouth testimonials can be applied to the Internet at almost no cost.