

PROFITsystems Announces Advanced Retail Education Courses **Continuing Retail Education for Business Owners and Managers**

March 21, 2008, Colorado Springs, CO — PROFITsystems, Inc., the leading software provider for the home goods industry, has announced the 2008 schedule for their Advanced Retail Education Courses. These courses are designed to educate business owners and managers on techniques to increase the efficiency of their operations. "By helping attendees understand and utilize the many features available to them through PROFIT*professional*, business owners will be able to create internal processes and procedures that will assure results," said Jeff Niskern, CEO and President of PROFITsystems.

Advanced Retail Education Courses are two-day training sessions held at PROFITsystems' Colorado Springs headquarters. Class sizes are limited to 12 attendees to allow the unique opportunity of personalized attention, while retaining the value of networking with other furniture store retailers. Mark Krueger of Kelly's Furniture in Kirksville, MO stated, "I found the Advanced Retail Education Courses from PROFITsystems are both challenging and rewarding, well worth my time. I also gained from the networking with other retailers attending the classes. I would recommend them to anyone wanting to improve their skills and their business."

In the 2008 schedule PROFITsystems has determined that each quarter will feature a different aspect of running a retail home goods store. This will allow clients to select which courses will address their specific challenges. By having courses during the year, owners or managers can opt to attend more than one session.

The April course focuses on accounting and financial training. Along with learning key accounting procedures, identifying and reviewing financial statements, and understanding the top twenty metrics, students will get hands on training with a financial case study to enable them to replicate the processes shown in their own businesses. This case study also utilizes the NHFA performance reports to educate how to reach the success that high profit companies have attained.

July's training will center on sales and sales management training along with advertising and marketing. This course will instruct business owners and managers, on how to take control of their selling strategy and implement proven selling and sales management systems. Instruction will also be given on how to efficiently use advertising dollars to get customers into the stores.

Hiring, training, and retaining good employees, is crucial for the success of any business. August's course concentrates on how to hire the right person, improve productivity, and lower employee turnover. Attendees will be instructed how to create a work environment that will build employee loyalty and how to ensure the overall success of the business.

The final course for the year is scheduled in November. The focal point will be warehouse and inventory management, as well as delivery systems. Students will receive training on how to improve efficiencies, lower costs in managing their distribution center, and maximize their inventory investment. Key inventory metrics such as: inventory turns, GMROI, and expense control will be a main focus.

PROFITsystems is a leading total solutions provider of home goods industry providing management software, consulting, performance groups, group buying freight programs, and advanced education. PROFIT*professional* features include fully integrated inventory management and accounting systems. PROFITsystems was recently ranked in Inc. 5000's inaugural list of the 5,000 fastest growing businesses in the United States.