

Who Are We?

The IGA Coca-Cola Institute is a dynamic center for learning and research dedicated to sharing knowledge, advances and trends with independent food retailers worldwide.

What is Our Mission?

Our mission is to *accelerate learning!*

The goal of the Institute is to help our students continually improve their knowledge, skills and performance.

Why choose our online training?

BEST VALUE

- lowest cost in the market, guaranteed!
- unlimited use
- 26 course library and more released every other month

EASY TO USE

- intuitive design for new computer users
- customized for the supermarket people
- fast to implement, easy to maintain

MEASURABLE

- testing and certification is proof of acquired knowledge
- tracking of student's progress
- measurable training results

FLEXIBLE

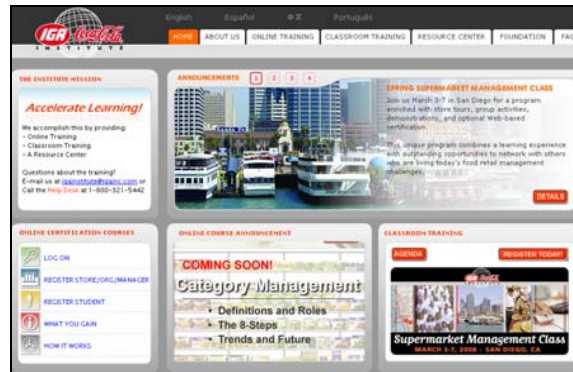
- avoid the loss of productivity
- flexible training schedules
- access anytime/anywhere

CONTACT US FOR A FREE TRIAL & DEMO
- NO OBLIGATION -

The Institute is a not-for-profit educational foundation with 501(c)(3) status

To learn more about the
IGA Coca-Cola Institute
visit our Web site

www.igainstitute.com



IGA Coca-Cola Institute

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Supermarket Online Training



*Supporting the learning needs
of all independent retailers*



Classroom Training

In the classroom programs participants have the opportunity to learn from market experts, retailers and manufacturers. Together participants explore the latest industry trends and discover best practices, all in a classroom setting.

Supermarket Management Class

This five-day class is a hands-on immersion program focused on the independent retailer. More than 15 industry experts teach participants effective management skills to improve store and departmental operations,

financials and people performance. Store tours complement the curriculum. The class is offered in spring and fall.



October 2006 - Chicago

International Category Management

This two-day workshop is focused on analyzing the category management process and applying it to detailed case studies. Both, the retailer and the manufacturer perspectives are considered. An exploration of the future trends that will affect the entire industry wraps up the workshop.

Blended Approach

The Institute's classroom training is blended with online training courses.



Online Training

The Institute offers a continually expanding selection of certification courses designed by experts to meet the needs of the independent retailers.

Students can take courses anytime/anywhere and work at their own pace. This innovative program supports a blended approach that combines the store's existing training with the Institute online certifications to create a complete and consistent program.

The system manages the **tests and scores** online. Managers can generate detailed **reports** on the training activity of their stores.



Research on the Institute's Online Training

- 80% of our students perform their job better
- 89% of our students have more self-confidence to do their job
- 71% of our students reduced the number of errors on the job

Level 1

1. Welcome to Web-based Training
2. Bakery Clerk
3. Cashier
4. Courtesy Clerk
5. Customer Service & Professionalism
6. Deli Clerk
7. Floral Clerk
8. Frozen Foods/Dairy Clerk
9. Grocery Stocker
10. Intro. to Food & Health
11. Meat Wrapper
12. NY Tobacco Law
13. Produce Clerk
14. Sexual Harassment

Level 2

1. Welcome to Web-based Training for Mgrs.
2. 5 Star Assessment Tutorial
3. Assistant Bakery Manager
4. Assistant Deli Manager
5. Beer Connoisseur
6. Category Management
7. Cheese Specialist
8. Food Retailing Today
9. Food Safety & Sanitation
10. Loss Prevention
11. Meat Apprentice
12. Non-Alcoholic Beverages Department 1 & 2
13. NY Food Safety & Sanitation
14. Promotions & Merchandising

Some courses are available in Spanish, Portuguese, Chinese, and Japanese. See the Web site for details.

Online Training Pricing

Option 1 - Pay As You Go

This minimal commitment option gives access to the online program tools and courses.

Package	Course Enrollments	Minimum Package*	Additional Enrollments
Initial	50+ enrollments	\$500	\$10 per enrollment
Renewal	30+ enrollments	\$300	\$10 per enrollment

Note: Additional enrollments must be specified at time of purchase. Packages are valid for a year.

Option 2 – Unlimited Use

With this option stores pay a monthly fee for unlimited usage.

Note: If an Initial Package was previously purchased, the Initial Package price will be given as a credit for the sign up fee.

Signup Fee

- setup (hierarchy, stores, managers, and students)
- training of the new member's team
- and processing cost

Monthly Fee

- **unlimited** students
- **unlimited** enrollments and certifications
- **unlimited** access to all courses, including new releases
- support & training
- training management tools

SQUARE FOOTAGE	SIGN UP FEE*	MONTHLY FEE*
Up to 7,000	\$500	\$75
7,000 - 25,000	\$750	\$100
25,000 +	\$1,250	\$150

Discounts

STORES	DISCOUNT
2 - 5	5%
6 - 10	10%
11 - 20	15%
Above 20	Negotiable