

Web Retailers Find Gold Online

North American retailers sold \$4.4 billion via the web in the first six months of 1998. And the marketplace is growing at over 200 percent annually.

Online sales are expected to exceed \$3.5 billion during the final quarter according to a survey by Forrester Research, and overall, online sales will exceed \$13 billion this year.

While online sales are improving, they account for less than 1 percent of total North American retail revenue.

More details posted at dgl.com/dglinf/1998/dg981119.html.

E-Commerce Tip

The two best tools for Internet online marketing are:

- 1) questionnaires that pre-qualify your prospective buyers
- 2) email & web-based newsletters that solidify your knowledge and capabilities in your prospect's mind.

Learn how to make more money—at a higher profit margin—in our CyberMarketing class on November 25th or December 15th.

Access Tip

Import comma delimited, dBASE, and Excel files into Microsoft Access by clicking the right mouse button while in the table list window.

Learn MS Access tips like this in our Access, Level 2 class on December 22^d.

Subscriptions

To add or remove a subscription, call 410.290.7000. Previous editions: dgl.com/docs/pce.html.

Upcoming Classes



Here's a short list of our most popular classes. Call Dave or Ann for a list of all our classes.

Windows 95, Lvl 1 12/3, 1/6
 Word, Lvl 1 12/8, 1/8
 Word, Lvl 2 12/2, 12/17, 1/22
 WordPerfect, Lvl 1 call for dates
 Excel, Lvl 1 12/11, 1/15
 Excel, Lvl 2 11/24, 12/23, 1/28
 Excel, Lvl 3 call for dates
 Quattro Pro, Lvl 1 call for dates
 PowerPoint, Lvl 1 12/4, 1/7
 PowerPoint, Lvl 2 12/18, 1/26
 Access, Lvl 1 12/9, 1/12
 Access, Lvl 2 12/22, 12/22, 1/27
 Netscape, Lvl 1 12/15, 1/19
 CyberMarketing 11/25, 12/15, 1/19
 Website Dev, Lvl 1 12/16, 1/13
 Website Dev, Lvl 2 12/16, 1/13
 PageMaker, Lvl 1 12/29 & 12/30
 Act!, Lvl 1 call for dates
 Project, Lvl 1 call for dates

Customers Speak Out...

“Once again I leave your class knowing more about [my] software & all my questions were answered.”
Linda Latimore, Dworbell, Inc.

“Great class! Personalizing the course helped me see how useful this software will be in my work environment.”
Vernita Releford, Patuxent Publishing

“Your willingness to customize the course makes it especially helpful.”
Pat Hatch, State of Maryland

“Today I feel like I really have something to take back to the office and be productive for my company.”
Kathy Chase, Geosyntec

CPA Continuing Education

The MD State Board of Accountancy grants continuing education units (CEU) for Damar Group classes.

CPAs, this is a reporting year. CEU credits earned at Damar Group will help you meet your professional training requirements.

Submit Your Website to the Big 8 Search Engines

DGL created a program that helps you submit your website to the eight most popular search engines in the world.

The free online form is posted at dgl.com/docs/sitereg.html.

Back Orifice Strikes Australian Computers

The Back Orifice program, which creates a backdoor monitoring system. Back Orifice can crack the security of Windows 95 and Windows 98 systems.

Once installed on a Win95/98 PC, Back Orifice hides itself on a hard drive and lets a malicious cracker obtain access to private information including login IDs, passwords, and files.

Details at dgl.com/dglinf/1998/dg981117.html.

Better On-Screen Readability

Microsoft will improve the readability of on-screen text using a new technology called Clear Type by more accurately controlling the screen pixels and the space between the pixels.

Details at dgl.com/dglinf/1998/dg981114.html.