

We've Moved!

Don't go looking for us on Patuxent Woods Drive...

We've moved our administrative address up the road to Elkridge. This change of venue reflects our focus to provide the absolutely best onsite training.

We're committed to helping you make technology work for your business.

Send all correspondence and shipments, including invoices and payments to our Elkridge address:

**Damar Group, Ltd.
PMB 451
6030-M Marshalee Dr
Elkridge, MD 21075-5935**

Our phone numbers stay the same:
410.290.7000 & 1.888.290.6200.
Our new fax is 603.925.1110.

Training E-Commerce

We've authored over 125 computer training books. We use them in our own classes, and we offer them to other trainers around the world.

Did you know that Damar Group was the first e-commerce publisher in this market?

Our books are used around the world in both electronic and paper formats. With such a great resource, how could we not share them?

Reason #777 to Train with Damar Group

You don't lose a day's productivity when you schedule training with Damar Group. Our trainers travel to you: get some work done early in the morning and again after we leave.

Don't ever think you've got to take a day off to attend training.

Onsite Training... "No Way Is It Right for My Business."

Research shows that onsite training is a big timesaver.



Small companies benefit from employees who can catch up with pressing work right after class. Major employers save the travel and per-diem expenses that may accompany multi-day seminars.

Our certified, licensed instructors get training right. Our homebase is Maryland, but our motto is "have students, will travel."

Call our academic registrar right now to learn how Damar Group's certified instructors will improve your productivity in just one day.

Our number is 410.290.7000. The longer you wait, the more you stand to lose.

Customers Speak Out

"Great class!"

Kelley Noone, American Society of Plant Physiologists

"Enjoyed the class."

Samantha Woland, United Cerebral Palsy

"We went from zero to presentation in 3 hrs flat. Thank you!"

Malik Tuma, McMamee, Hosea, et al.

"Very patient instructor."

Linda Gamble, Baltimore Washington Conference

"Willing to go off topic to answer specific questions."

Dr. Eric Lindsell, Essential Family Chiropractic

"I learned a lot today. Everything I learned in the past makes a lot more sense now."

Wendy Brown, Trace Laboratories

Certification Rules

86% of Information Technology (IT) managers prefer their IT trainers to be certified by a vendor-neutral association. The only such certification is from ITrain, the professional association for IT trainers.

Microsoft, Novell, and Cisco certifications measure product knowledge, not teaching ability.

In addition to other certifications, Damar Group trainers are ITrain certified.

Faster Color Printers

Xerox, Sharp, and Fuji Xerox will create faster, cheaper, and crisper ink jet printers for the SOHO market.

Details online at dgl.com/itinfo/2000/it000315.html.

E-Marketing Rule #1

A marketing plan must include a description of your niche market. Who will buy your service? When will they buy? What interests them? Why do they buy? You can't please everyone; focus on your niche.

Complete details online at dgl.com/itinfo/2000/it000311.html.

Subscription Maintenance

To add or remove a subscription, email info@dgl.com. Past editions: dgl.com.

Where's the Author?

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