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University of Montana--Missoula. Office of University Relations

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"CREATIVE THINKING" IS TO LEAD MBA SALES CLINIC ON UM CAMPUS

How "creative thinking" can develop sales will be demonstrated by Fred Herman of Long Beach, Calif., when he conducts the major session for the second yearly Sales Clinic of the Montana Broadcasters Association this weekend.

Earl Morgenroth, sales manager of KGVO-TV in Missoula and secretary-treasurer of the MBA, said Herman will be featured in the Saturday (Oct. 1) afternoon session. All sessions of the two-day clinic will be held on the University of Montana campus.

The clinic is to begin Friday (Sept. 30) noon in the UM Lodge. Welcomes are scheduled from Missoula's Mayor H. R. Dix and Robert T. Pantzer, UM acting president.
