

# A-J Winbeckler Enterprises

Dear Sponsor:

The enclosed information sheet(s) will let you know what is included in the class(es). You may use the class sheet(s) or the format of the sheet(s) in any way you desire to promote the class. You will need to fill in the necessary details on the information form, etc., as needed.

As a sponsor you will receive \$50 U.S. per paid student, or you may choose to apply this amount towards a class tuition. With 15 or more paid students, the sponsor has the choice of receiving one free class tuition or \$50 U.S. per paid student. If the free class tuition is chosen, it may be used by the sponsor or a decorator of their choice.

## SPONSOR'S RESPONSIBILITIES

- Classroom The sponsor should provide a classroom that will accommodate a minimum of 15 students.
- Students A minimum of 15 paid students is requested (12 paid students may be accepted depending on travel expenses). To obtain the minimum number of students, the sponsor may wish to take advantage of free publicity through newsletters (local, state, and ICES), Mailbox News, cake clubs, public service columns in local newspapers, etc.
- Supply List/ Student Icing The sponsor should mail a copy of the supply list and student icing recipe to each student at least two weeks prior to class.
- Instructor's Icing My icing should be made before the beginning of class. The icing recipe is enclosed (or will be sent upon the selection of a class date). The sponsor will be reimbursed for the sugar and shortening.
- Miscellaneous It is requested that the sponsor provide 20 two-cup containers (no more than 4" high) with lids, one six-cup container with lid, an 8" cake dummy (Professional Course), one 6" round covered board, and 12 white grease-proof doily-covered 1/4 sheet or 10" round cake boards (6 for Sculpture Course) for my use during class. The boards are for the demonstration pieces to be left with the sponsor. The containers and dummy will be returned at the end of class. A 1/2 sheet cake is also requested for the first day of the Sculpture Course.
- Some general supplies you may want to have on hand are plenty of paper towels, bathroom tissue, garbage bags, and dishwashing liquid.

Collect Deposits and Tuition (Please do not add any surcharge, for room rental, etc., to the class fee without my knowledge and permission.)

Deposit—The class deposit of \$250 U.S. should be collected upon registration for class. No refunds of this deposit should be made within 30 days prior to class.

Tuition—The balance of the tuition should be collected at least 30 days prior to class. No refunds should be made after this time—sorry, no exceptions or make-up classes. (Please be sure all checks have cleared the bank by class time.) The number of paid students 30 days prior to class will be used to determine if there are enough students to hold class. It is at this time my travel arrangements must be made so only fully paid students can be considered when determining the feasibility of holding class. (Please continue to collect additional student tuitions within the 30 days prior to class.)

Payment—Student tuitions should be mailed to Roland Winbeckler at the address below 30 days prior to class. Payment should be in the form of a cashiers check or money order in U.S. dollars payable to Roland Winbeckler. **IF PAYMENT IS NOT RECEIVED 3 WEEKS PRIOR TO CLASS, CLASS WILL BE CANCELLED.** Any student tuitions collected within the 30 days prior to class should be paid with a cashiers check or money order to Roland Winbeckler on Monday morning prior to class. At this time, the sponsor will receive the sponsors fee (if sponsor is not taking class) and reimbursement for the instructor's icing ingredients.

## Arranging Transportation and Motel Accommodations

It is appreciated if the sponsor will provide or arrange transportation to and from the airport and to and from the class location and the motel each day.

It is also helpful for the sponsor to make reservations at a nearby motel with reasonable rates—nothing fancy, just so it's clean and has a shower, TV, and phone.

Sincerely,



Roland A. Winbeckler

# Roland A. Winbeckler's PROFESSIONAL CAKE DECORATING COURSE

 Popular Designs	 Ice Cream Cone Figures	 Wedding Cake Design & Theory	 Air Brush Techniques, Composition & Perspective	 Fancy Border Work	 3-D Cake Cartooning
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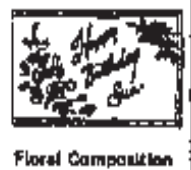
**THE CLASS SESSIONS WILL BE HELD AT:**

**CLASS DATES ARE:**

**CLASS SESSIONS** run about seven hours Monday through Thursday (usually from 9 a.m. to 4 p.m.). This includes time for a lunch break each day.

**TUITION** for the course is \$995 U.S., payable to:

You may reserve your place in class with a down payment of \$250 U.S. with your registration (nonrefundable within 30 days prior to class), balance of \$745 U.S. due 30 days before class (tuition is nonrefundable after this time—sorry, no exceptions or make-up classes). The number of fully paid students 30 days prior to class will be used to determine if class will be held. (Should class be cancelled because of too few students, the students will receive a full refund.)



**ALL EQUIPMENT NEEDED** is listed on a separate supply list.

A **CERTIFICATE OF AWARD** is presented to each student upon completion of the course.

**GENERAL COURSE OUTLINE:**

- You will learn how to make buttercream flowers at their absolute best!—including the orchid, daffodils, roses, mums, dahlias, and more! You will learn how to place them in an artistically correct arrangement.
- You will learn three styles of figure piping—simple figure piping, 3-D cake cartooning, and sculptured figure piping. Sculptured figure piping deals with creating three-dimensional figures with lifelike features and accurate proportions.
- You will learn how to mix primary colors to achieve the color you want—flesh tones, gold, etc.
- You will learn simplified rules of art in a style especially appropriate and made easy to grasp for cake decorating—rules such as perspective and composition, etc.
- You will learn how to use an air brush correctly—how to care for it and how to make stencils for use with it.
- You will learn correct procedures for writing on cakes, plus several styles of lettering.
- You will learn many popular cupcake ideas.
- You will learn top quality, practical border work.
- You will learn how to make attractive figures on ice cream cones.
- You will learn a practical and profitable approach to wedding cake design.

*Picture taking is welcome but please no video taping.*

*Please turn cell phones/pagers off or set ringer to silent during class. Please make and/or receive all calls outside the classroom so other students will not be disturbed by the conversation.*

*Roland A. Winbeckler's*  
**CAKE SCULPTURE COURSE**



**STUDY THE ART OF CAKE SCULPTURE AND SCULPTURED FIGURE PIPING.** Learn how to make full-relief, stand-up cake sculptures. This will be an exciting learning opportunity for anyone interested in cake sculpture and sculptured figure piping.

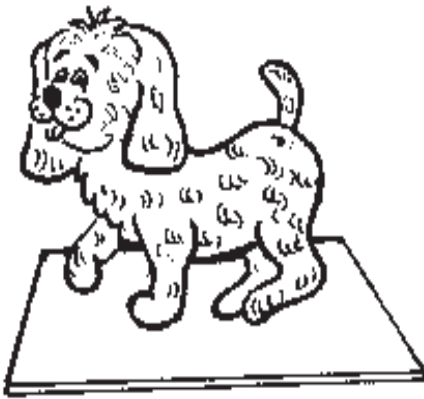
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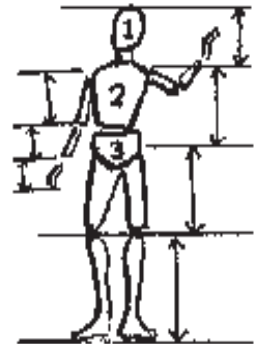


**ALL EQUIPMENT NEEDED** is listed on a separate supply list. Sculpture armatures will be furnished.

**A CERTIFICATE OF AWARD** is presented to each student upon completion of the course.

**GENERAL COURSE OUTLINE:**

- You will learn in detail the art and structural technique of building freestanding cake sculptures of all types.
- You will learn all facets of cake sculpture, including wire frame figures, ice cream cone figures, sculptured figure piping, stand-up full-relief cake sculpture, etc.
- You will learn the hows and whys of stand-up cake sculpture.
- You will learn how they are baked, constructed, iced, and sculpted from start to finish.
- You will construct and create three full-relief, stand-up cake sculptures in full color (which you will keep to take home).
- You will learn how to make attractive figures on ice cream cones and wire frames.
- You will learn how to do sculptured figure piping (buttercream, three-dimensional figures with lifelike features and proportions).



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# Roland A. Winbeckler's AIR BRUSH COURSE

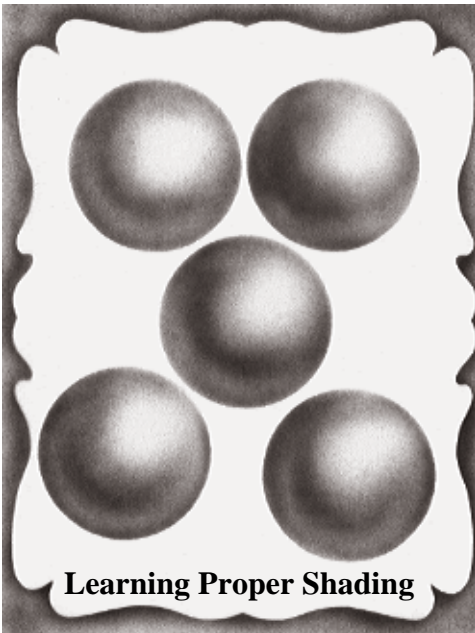
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Learning Proper Shading



Making & Using Stencils



Creating Special Effects

ALL EQUIPMENT NEEDED is listed on a separate supply list.

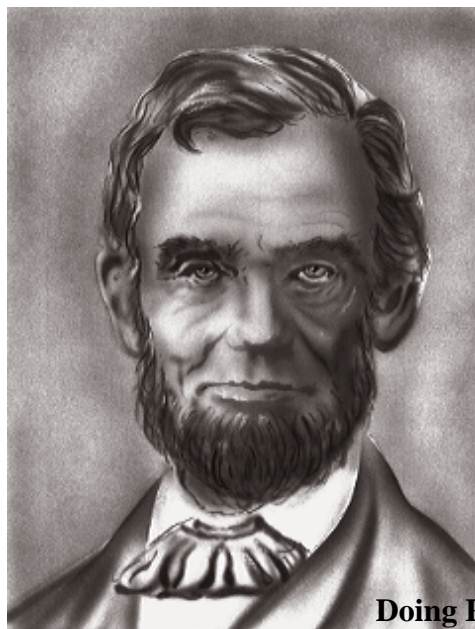
A CERTIFICATE OF AWARD is presented to each student upon completion of the course.

GENERAL COURSE OUTLINE:

- How to use the air brush controls and how they can change the affects you get.
- How to care for your air brush including cleaning and replacing needles.
- Shading and how this affects the 3-D look of your design.
- How to properly create smooth fogging to frame the area of a cake.
- How to make a rainbow using just the primary colors.
- How to create special effects with the air brush.
- How to easily create clouds and rocks like the professionals.
- Using the air brush to create various backgrounds.
- How to make and work with stencils.
- How to do a portrait.

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Doing Portraits

