TRAINING & CERTIFICATION

2019 COURSE CATALOG

WHAT'S NEW?

Updated for 2019
New Hire Assessment Exams, Virtual Training, and additional Networking CEU Classes

ESA NATIONAL TRAINING SCHOOL

CONTENTS

Why NTS?

It's in the Numbers

OVER 65,000

professionals have been trained by ESA's National Training School.

COURSES

COURSES | Technical

COURSES | Non-Technical

over **80%** of technicians **pass our course exams** on the first attempt

Register today - visit www.ESAweb.org/NTS or call ESA NTS at 888-447-1689 x6831

ESA National Training School
6333 N State Highway 161,
Ste. 350, Irving, TX 75038
Phone: (888) 447-1689 x6831
www.ESAweb.org/NTS
NTS@ESAweb.org

Advertisers

NEW IN 2019

NEW SERVICES!

New Course Delivery Method! Online Instructor Led Training (OILT) courses allow you to get the full benefit of a live instructor teaching a course without the travel time or expense. You can interact with the instructor and ask questions all from the comfort of your home or office! To check offerings in your area visit your local Chapter website or **visit courses.esaweb.org.**

THE ADVANTAGES OF VIRTUAL CLASSROOM TRAINING:

Interact & Engage
Through high-quality video of all participants and instructor

Watch Live
Training presentation slides and take practice quizzes/exams

Learn
And hone your craft from your own personal workspace

More options for taking a proctored exam! In many states we can offer web based proctoring services. This means you can take the proctored exam from your home or office rather than going to a third-party testing center. For details on where web-based proctoring is available contact us at nts@esaweb.org

New Tool to Help with Hiring! If you are hiring a new technician we have comprehensive tests that will give you insights on your new hires security, fire, video and access control installation skills. At the completion of these online tests, we will provide you with an outcome report that will give you insight into their strengths and weaknesses so that you can better guide them on a training path.

E-Books for Manuals! Take your course manuals with you on the go using the new E-books option available for most NTS courses. We will continue to provide you a physical manual, but now we will also give you the ability to download an E-book version so that you can easily look up information from your phone or tablet.

redefine
reinvent
renew

Introducing Resideo...
the new home for Honeywell Home.

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https://www.security.honeywellhome.com/hsc

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from resideo

www.resideo.com

REVISED OR NEW COURSES

Texas 18 Hour Alarm Level 1 – This online course is specifically designed for those needing to meet the Texas Department of Public Safety - Private Security Bureau's administrative code §35.161. By the end of this course, you will understand the theory, installation and maintenance of alarm systems.

Certified Alarm Technician Level I - Modules have been updated to include the latest technology evolutions and hands-on exercises. These exercises provide practical experience building circuits and placing interior sensors.

Florida 14 hour Contractor CEU course – Custom course that will provide the necessary CEUs for Florida licensed contractors to renew their license.

The Education Committee and Subject Matter Task Forces are currently updating or creating the following courses in 2019.

Electronic Access Control – a full review and update of the course is being done to better match today's technologies, codes and standards.

Advanced Intrusion Systems – a full review and update of the course is being done to better match today's technologies, codes and standards.

Montana 16 hour Alarm Installation – this new online course is being developed to include the specific requirements put forth by the Montana Department of Labor.

Lots of New CEUs – for a full list of the new CEU courses please see page 16.

Stay tuned to www.ESAweb.org/NTS for release dates.

PLANNING & REGISTERING
FOR TRAINING

www.ESAweb.org/NTS

The ESA National Training School (NTS) is the leading provider of classroom and online courses, as well as certifications, for the evolving electronic security and life safety industry.

The NTS course zone will help you find everything from current courses, certification requirements to exam information — to ensure you have access to quality training. The search-by-state function will allow you to view the state-required courses for licensure and/or continuing education, providing NTS approved courses if applicable.

Search all courses by:

Delivery format: Do you prefer online or classroom instructor-led courses?

Location: What type of training is required and what NTS courses are available and approved in your state?

NTS CERTIFICATIONS
& TRAINING PATHS

SECURITY

Certified Alarm Technician Level 1 → **Certified Alarm Technician (CAT) Level I**

CAT Level I Certification → **Advanced Intrusion Systems** → **Fundamentals of Networking** → **24 months field experience**

CAT Level I Certification → **Advanced Intrusion Systems** → **Fire Alarm Installation Methods**

CAT Level I Certification → **Advanced Intrusion Systems** → **Fire Alarm Installation Methods**

CAT Level I Certification → **Fire Alarm Installation Methods** → **Electronic Access Control**

CAT Level I Certification → **Electronic Access Control** → **Video System Technologies** → **Life Safety Code**

CAT Level I Certification → **Video System Technologies** → **Fundamentals of Networking** → **12 months field experience**

The National Training School (NTS) offers a variety of certifications to students who, through prescribed courses of study and testing, meet the criteria for that particular certification.

INTRUSION   **FIRE**   **ACCESS**   **VIDEO**   **SERVICE**

Certified Intrusion Technician (CIT) Level II

Certifications are granted for a period of 24 months.

Certifications are maintained by obtaining 24 continuing education units (CEUs) each renewal cycle by attending education or activities covering the electronic life safety, security and systems integration industry.

24 months field experience → **Certified Alarm Technician (CAT) Level II**

Troubleshooting Service and Maintenance → 24 months field experience → **Certified Service Technician (CST)**

Video System Technologies → 36 months field experience → **Certified Systems Integrator (CSI)**

OR International Building Code → Fundamentals of Networking → 36 months field experience → **Certified Security Systems Integrator (CSSI)**

Certified Video Technician (CVT)

NTS CERTIFICATIONS
& TRAINING PATHS

FIRE

Residential Fire Alarm → **Certified Residential Fire Alarm Inspector (CRFAI)**

Certified Alarm Technician Level 1 → **Certified Alarm Technician (CAT) Level I**

CAT Level I Certification → Fire Alarm Installation Methods → Life Safety Code

NEW!

CFAT Certification → Professional Fire Alarm Design → 60 months field experience → Pass CFAD Exam →

SALES

CAT Level I Certification

OR

Understanding Electronic Security Systems

→ Security Sales Essentials → **Certified Security Salesperson (CSS)**

SALES | **INTRUSION** | **FIRE**

OR International Building Code | 24 months field experience > **Certified Fire Alarm Technician (CFAT) Level II Fire**

Certified Fire Alarm Designer (CFAD) Level III Fire

MORE THAN 40K NTS
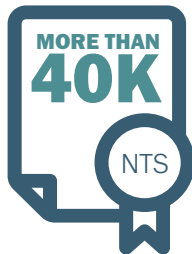
security integration professionals have earned NTS certifications or completed courses since 1985, **by far the most trained by any industry organization** in the last 25 years.

Why Earn ESA/NTS Certifications?

Certifications provide noticeable acknowledgment of your core skills and knowledge — they validate your abilities to customers, supervisors, peers, and potential employers.

Not all certifications are equal. To distinguish yourself from your competitors, you need a certification that encourages professional growth and is recognized by the industry as the standard.

MAINTAINING
CERTIFICATIONS

All ESA/NTS certifications are valid for a period of 24 months following the completion of a course of study. Certification is maintained through attendance at industry-related continuing education activities.

Maintaining ESA/NTS certifications requires certificate holders to earn 24 continuing education units/hours (CEUs) — the equivalent of 24 classroom hours — each renewal cycle.

Continuing Education

It is the responsibility of each certification holder to maintain records documenting qualified continuing education credits, report their credits on the ESA/NTS Certification Renewal Form, and submit the form and the applicable processing fee to ESA/NTS at the time of renewal.

Now renewing your NTS Certification(s) is more convenient. You can submit your renewal and upload any required documentation online. CEUs must be taken within the 24-month period from renewal date to renewal expiration date and cannot carry over to subsequent years.

Qualifying Activities

Programs covering the electronic life safety and security industry are eligible for ESA/NTS CEUs. The following activities may qualify:

ESA/NTS courses

Training Sessions, Educational Workshops or Seminars

College/University/Trade School courses

Industry Related Expos

Online/Distance Learning courses

Job Safety Training

Teaching NTS Courses

ESA/NTS Course and Program Development

Active Committee Task Force Service

Electronic Life Safety and Security Industry Certifications

Lapsed Certifications

Persons who do not maintain their certification lose the privilege of using the designation. A certification is considered lapsed once the expiry date has passed. Lapsed certifications may be renewed as follows:

If certification was lapsed for less than 24 months, individuals will be required to submit 24 CEUs (or 24 classroom hours), pay the late fee plus the renewal fee for the lapsed renewal cycle.

MONEY SAVING
BUNDLES
SAVE 10-15%

When you purchase a certification bundle you will automatically be registered in all of the courses included in the bundle.

We'll keep you on track and ensure you don't miss a step to completing your CEUs or earning your certification!

Certification Bundles*

We have a bundle for each Certification ESA offers, that includes the registration and proctored exam for each of the courses included in the bundle. These Member-only certification bundles include:

Certified Alarm Technician (CAT) Level II – 3 courses and proctored exams for $810 *save $90*

Certified Fire Alarm Technician Level II (CFAT) – 3 courses and proctored exams for $790 *save $80*

Certified System Integrator (CSI) - 4 courses and proctored exams for $1080 *save $120*

Certified Security System Integrator (CSSI) – 5 courses and proctored exams for $1138 *save $128*

Certified Fire Alarm Designer (CFAD) – 4 courses and proctored exams for $1150 *save $125*

CEU Bundles*

To help you keep up with your state CEU needs or your certification renewals, we have put together the following CEU bundles that take the work out of picking and registering for CEU courses. Each bundle is compiled of a set of courses that when completed, will earn you a specific number of hours.

CHOOSE YOUR BUNDLE
24/12/8/6/4/3 HR

SAVE **10%**

*Only ESA members are eligible for discounted bundles.

CEU COURSES

ONLINE

These courses make it convenient for you to dedicate time towards your professional development. They are geared to help you gain new skills and earn CEU credits needed for licensure and/or certification renewals.

NEW!

NETWORKING

Fundamentals of Networking – 4 hours

Residential Networking Basics – 4 hours

Networking 101 – Basics – 1 hour

Networking 102 – Protocols – 1 hour

Networking 103 – Data Transmission – 1 hour

Networking 104 – Hardware – 1 hour

Networking 105 – Administration of Networks – 1 hour

Networking 106 – Basic Network Troubleshooting – 1 hour

Structured Wiring and the Security Industry – 6 hours

Wireless Systems 101 - Standards - 1 hour

Wireless Systems 102 – Components – 1 hour

Wireless Systems 103 - Troubleshooting - 1 hour

FIRE

Residential Fire Alarm – 7 hours

Life Safety and Occupancies – 3 hours

Codes and Standards Refresher, including NEC – 2 hours

Codes and Standards Refresher – 1 hour

Methods to Reduce False Alarms – 1 hour

Troubleshooting Fire Alarm Devices – 1 hour

Ethical Client Relations – 1 hour

National Electrical Code as it Applies to Fire Alarm Systems – 1 hour

Life Safety and Fire Alarm Systems – 1 hour

INTRUSION

Egress Control and Exit Devices – 2 hours

Codes and Standards Refresher, including NEC – 2 hours

Math Refresher - 3 hours

Electronic Theory Refresher – 3 hours

Basics of Customer Service – 3 hours

Incident Reports for Security Professionals – 1 hour

Managing Projects Effectively – 3 hours

Physical Science and Security Professionals – 1 hour

🛠 SERVICE

Troubleshooting, Service and Maintenance CEU Series – 6 hours

Introduction to the Digital Home – 4 hours

Home Theater Demystified – 4 hours

Troubleshooting Using Test Equipment – 2 hours

Basic Circuit Troubleshooting and Testing – 2 hours

Troubleshooting Panels and Power Supplies – 1 hour

Troubleshooting Intrusion Alarm Devices – 1 hour

Troubleshooting Fire Alarm Devices – 1 hour

Troubleshooting Communications and Notification Devices – 1 hour

Troubleshooting Closed Circuit Video Systems – 1 hour

Maintenance & Inspection Processes to Avoid Trouble – 1 hour

💲 SALES

Selling Commercial Systems Effectively – 4 hours

Approaching a New Client - Laying the Groundwork – 1 hour

Asking the Right Questions to Identify your Client's Needs – 1 hour

Closing Techniques to Effectively Close the Deal – 1 hour

How to Present the Best Solution for your Client's Needs – 1 hour

Introduction to Commercial Sales – 1 hour

Prospecting for Potential Clients – 1 hour

Selling Commercial Access Control Systems – 1 hour

Selling Commercial Fire Alarm Systems – 1 hour

Selling Commercial Intrusion Systems – 1 hour

Selling Commercial Video Surveillance Systems – 1 hour

Selling Integrated Systems – 1 hour

🛠 SAFETY

Job Safety and False Alarm Reduction – 2 hours

Job Safety Reminders – 1 hour

Explore the re-imagined NTS learning experience to find out more about these CEU offerings!

COURSES.ESAWEB.ORG

Complete Security Solutions
from First Call to Last Shipment

Get all the product and support services you need, when, where and how you need them. From creating bills of material to product testing to job site deployment, we're there every step of the way to help you meet your customer commitments.

For more information, visit anixter.com/security.

Products. Technology. Services. Delivered Globally.

We have developed the following custom solutions to help those residing in states that have very specific and targeted training requirements.

Texas

Texas 18 hour Alarm Level I

8 hour CEU Bundle for Installers

8 hour CEU Bundle for Sales personnel

Certified Alarm Technician Level I meets Level I training requirement for installers

Texas Residential Fire Alarm/Certified Residential Fire Alarm Inspector Certification (TX-CRFAI) is approved for the RAL license.

Certified Fire Alarm Technician (CFAT) Level II is approved for the FAL license

The CRFAI plus CFAT is approved for the RAS license

Certified Fire Alarm Designer Level III is approved for the APS license

(DPS/PSB Training School License # Y00111 & TX SFMO License # FAS-1854887)

Florida

BASA FASA 6 hour Renewal course
(BASAce 0801751 FASAce 0801752)

BASA FASA 14 hour Initial course (FASAeb 0801688 & BASAeb 0801689) - Available in Spanish!

14 hour Florida Contractor CEU course

Certified Alarm Technician Level I course approved for BASA FASA (FASAeb 0801518 & BASAeb 0801517) – perfect for those working in the northern sector of the state who may work in OR outside of Florida

(ECLB Provider #000856)

Montana

NTS Certified Fire Alarm Technician Level II Certification is approved for Individual Endorsement-Fire Alarm Systems

Oklahoma

The Electronic Security Association is an approved Examination Entity for Alarm licensure by the Oklahoma Department of Labor. The following exams are approved:

OK Certified Alarm Technician Level I exam* meets the requirements for the OK Residential Burglar/Residential Fire Technician/Salesperson exam.

Fire Alarm Installation Methods exam meet the requirements for the OK Commercial Fire Technician/Salesperson exam

OK Electronic Access Control exam* meets the requirements for the OK Electronic Access Control Technician/Salesperson exam

OK Video Systems Technologies exam* meets the requirements for the OK Closed Circuit Television (CCTV) Technician/Salesperson exam

Kentucky

NTS's Certified Alarm Technician Level I course is required by the Louisville-Jefferson County Metro Government for initial licensing.

Washington

Specific bundles created to meet CEU needs of Washington Electrical Administrator, Master Electrician or Electrician license holders

ESA's training is approved at various levels in 25 states.

For a full listing of ESA's course approvals, please visit:

Courses.ESAweb.org/search-by-state.html

CERTIFIED ALARM TECHNICIAN
LEVEL I (CAT LEVEL I)
CLASSROOM AND ONLINE

Recently Updated & AVAILABLE in Spanish!

SUBJECT AREAS

Industry Introduction

Standards

Electricity

Power

Alarm Systems

Perimeter Sensors

Interior Sensors

Fire and Life Safety Systems

Notification Devices

Communications

Wiring Methods

Tools and Equipment

Troubleshooting

Video Surveillance Systems

Access Control

Related Systems

Client Relations

Alarm Management

Job Safety

🕐 **Up to 24** CEUs

This course is so essential that dozens of states, local licensing authorities and regulators insist on it as a prerequisite for performing security integration work.

This 22-hour foundational course, followed by an exam, provides students with an understanding of the industry and their role within it and provides the essential knowledge and skills for all forms of electronic security: intrusion detection, fire detection, video surveillance and access control.

Students will receive hands on practice building simple electrical circuits and designing system layouts, so they can see how their acquired knowledge is realistically applied to their field.

Certified Alarm Technician Level I will provide individuals with the knowledge and skills to:

Plan for and initiate a successful installation, while being able to tailor it to commercial or residential applications

Act responsibly and safely while on the job

Communicate effectively with customers and others in the industry

Understand the importance of codes and standards and how to locate and apply them

Define basic installation procedures and compare the underlying technology behind the various security system tools and equipment

A building block for more advanced and specialized training that can lead to enhanced profits and increased compensation for the student/credential holder

Who Should Attend?

Technicians, service personnel, installation personnel, sales staff and business owners

INTRUSION   **ACCESS**   **VIDEO**

ALTRONIX
PACKS A 1-2 PUNCH!

TROVE STREAMLINES ACCESS CONTROL DESIGN AND
DEPLOYMENT, INCREASING PROFITS AND ROI.
**WINNING POWER COMBINATIONS
– ENHANCING YOUR CUSTOMER'S SECURTY.**

TR□VE

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MADE IN THE U.S.A

CUSTOMIZE TROVE AT **ALTRONIX.COM**

ADVANCED INTRUSION SYSTEMS (AIS)

CLASSROOM AND ONLINE

SUBJECT AREAS

Practical Application of
Electronics

Practical Application of
Controls

System Power

Input and Power

Networking

Advanced Systems and
Devices

Practical Sensor
Applications

Communications

Testing and
Commissioning

Overview of Project
Management Concepts

Residential and
Commercial Sensor
Application

Up to 16 CEUs

Take your intrusion system skillset to the next level

This 14-hour course, followed by an exam, is an advanced look at the design and installation of intrusion systems. Students learn how to select and install proper equipment in a variety of intrusion system applications.

The course provides basic electronics instruction and how it pertains to system design, component selection and troubleshooting, as well as information on system testing, commissioning and project management.

Advanced Intrusion Systems will provide individuals with the knowledge and skills to:

Select and apply sensors, control panels and communication devices to provide effective intrusion detection

Take technical knowledge and skills in intrusion detection to the next level, qualifying students for valuable advanced credentials

Who Should Attend?

Technical staff (installation, service, and maintenance), sales personnel, business owners, law enforcement, fire service, code officials, anyone seeking an advanced understanding of intrusion systems

INTRUSION   SERVICE

Managing Risk and Protecting YOUR Business

Electronic security and life safety installation and monitoring companies face significant risk each day: injury to workers, fleet accidents, property damage and lawsuits can all impact day-to-day operations and bottom lines.

Security America offers industry expertise, keeping companies like yours protected, with A-rated coverage on:

General liability
Errors and omissions
Umbrella/excess

Commercial auto/fleet
Workers compensation
Cyber liability

SECURITYAMERICARPG.COM

ELECTRONIC ACCESS CONTROL (EAC)

CLASSROOM AND ONLINE

🕐 Up to 16 CEUs

Master theory, design and practical application of electronic access control systems

This 14-hour course, followed by an exam provides the training needed to successfully design and install an electronic access control system. It teaches the theory and practical application of locks, door hardware and electronic access control systems. The course culminates in a system design exercise based on a customer's specifications and building plan.

Electronic Access Control will provide individuals with the knowledge and skills to:

Understand the concepts behind electronic access control systems including equipment and techniques

Create a hands-on access control system design based on customer specifications and building plans

Who Should Attend?

Technical staff, sales personnel and business owners

ACCESS

TROUBLESHOOTING, SERVICE AND MAINTENANCE (TSM)

CLASSROOM AND ONLINE

Master how to troubleshoot, service and repair intrusion, fire, video and access control systems

This 14-hour course, followed by an exam focuses on the maintenance aspects of today's electronic security systems. It offers dealers and integrators an additional revenue stream and the potential for significant profits through these additional services.

The course serves individuals seeking to expand their knowledge on servicing, repairing and maintaining intrusion, fire, video surveillance and access control systems. It also covers the fundamentals of troubleshooting as well as specific troubleshooting procedures for today's systems.

The course includes reference material from NFPA 70, NFPA 72, and NFPA 730/731 covering the proper test and inspection procedures of these systems.

Troubleshooting, Service and Maintenance will provide individuals with the knowledge and skills to:

Increase the efficiency and effectiveness of service professionals by teaching essential concepts and methods

Open up new revenue streams for dealers and integrators

Make existing service and maintenance operations more productive and profitable

SUBJECT AREAS

Preparation

Test equipment

Basic circuit troubleshooting

Panels and power supplies

Intrusion and fire alarm devices

Communication and notification

CCTV

Electronic access control

Maintenance and inspections

🕐 Up to 16 CEUs

Who Should Attend?
Technicians, service personnel, installation personnel, sales staff, code officials and business owners

SERVICE

CLASSROOM AND ONLINE

Recently Updated!

Build solid technical knowledge in this fast-growing category

This 14-hour course, followed by an exam gives students the knowledge to successfully design and install a basic video surveillance system.

It focuses on methods and equipment including digital cameras, coaxial cabling, user interfaces, networking considerations, and video storage options.

Video System Technologies will provide individuals with the knowledge and skills to:

Design and install a basic video surveillance system

Understand the functions and applications of all major equipment types

Students will complete two extensive practical exercises culminating in an actual system design per a customer's specification and building plans

SUBJECT AREAS

Camera and Lens Considerations

Transmission Media

Network Basics

Monitors

Power

Auxiliary Equipment

System Design

Recording

Commissioning

Troubleshooting Analog and Digital

Up to 16 CEUs

Who Should Attend?
Technical staff, sales personnel and business owners

VIDEO

RESIDENTIAL FIRE ALARM (RFA)

CLASSROOM AND ONLINE

Be proficient in the design and installation of residential fire alarm systems

This 7-hour course, followed by an exam provides technical and sales staff with experience designing, selling, installing and maintaining residential fire alarm systems.

Residential Fire Alarm will provide individuals with the knowledge and skills to:

Design, install, and maintain residential fire alarm systems that comply with NFPA 72, NFPA 101, NFPA 70, and International Residential Code (IRC)

Expand their business services to include residential fire alarm systems

Offer current and prospective customers the code-required system test and inspection services included in today's fire alarm codes

SUBJECT AREAS

Codes and standards

Control panels

Power requirements

Notification appliances

Initiating devices

Communication methods

Wiring

Testing and cleaning

Documentation

Client relations

🕐 **Up to 8** CEUs

Who Should Attend?

Technical staff, sales personnel, business owners, fire service and code officials

FIRE

We also offer a special version modified to meet the Texas SFMO requirements for the FAL license.

CLASSROOM AND ONLINE

Recently Updated!

Gain critical knowledge to install, service, and maintain code-compliant fire alarm systems

This 14-hour course, followed by an exam provides broad training in proper installation and service requirements for commercial and household fire alarm systems based on NFPA and ICC codes.

NFPA requires fire inspection and testing personnel to be knowledgeable and trained, and service personnel to be qualified and experienced. Students will learn the information needed for professionals to become familiar with fire alarm system requirements necessary to gain certification and prove competence.

SUBJECT AREAS

Fire alarm system introduction

Codes and standards

Fire system fundamentals

Initiating device operation

Initiating device spacing and location

Emergency control functions

Notification appliances and circuits

Communication and reporting

Testing & inspecting

Household systems

Documentation

Wiring

CO detection

Emerging technologies

Fire Alarm Installation Methods will provide individuals with the knowledge and skills to:

Install and maintain fire alarm systems that comply with NFPA 72, ICC, and NFPA 70

Properly service and maintain fire alarm systems

Who Should Attend?

Individuals seeking fire certification, technical staff, sales personnel, business owners, fire service and code officials

FIRE

Up to 16 CEUs

#PASSIONATE #SECURITY

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PROFESSIONAL FIRE ALARM DESIGN (PFAD)

CLASSROOM

SUBJECT AREAS

- The Industry
- Fire Alarm Installation Review
- Overview of Project Management Concepts
- Determine Protection Criteria
- Additional System Design Requirements
- Owner's Protection Goals
- Other Hazards Defining Project Scope
- Choosing Initiating Devices
- Design Project – Mixed Occupancy
- Choosing Supervisory Components
- Choosing Notification Appliances
- Fire System Programming
- Submittal Package Preparation
- Other Important Documentation
- Plan Preparation Project

Up to 16 CEUs

Master the design and installation plan of code compliant fire systems based on field conditions and project requirements

This 14-hour course, followed by an exam provides specific training on developing an installation plan based on field conditions and project requirements.

Whether preparing plans for a factory's monitored suppression system or designing a voice evacuation system for a movie theater complex, plans should be developed by persons experienced in the proper design, application, installation and testing of commercial fire alarm systems.

The course focuses on providing a more advanced level of knowledge gleaned from national codes regarding proper detector selection, required coverage for specific building occupancies, as well as documentation and plan submittal requirements.

Professional Fire Alarm Design will provide individuals with the knowledge and skills to:

Design a system affording the best life safety for a building's occupants based on codes and standards

Prepare plan submittal documents required by regulatory groups

Prerequisite: Those wishing to attend this course must have taken the Fire Alarm Installation Methods (FAIM) course. The Life Safety Code (LSC) course is also strongly recommended.

Who Should Attend?

Technical staff, sales personnel, business owners, fire service and code officials
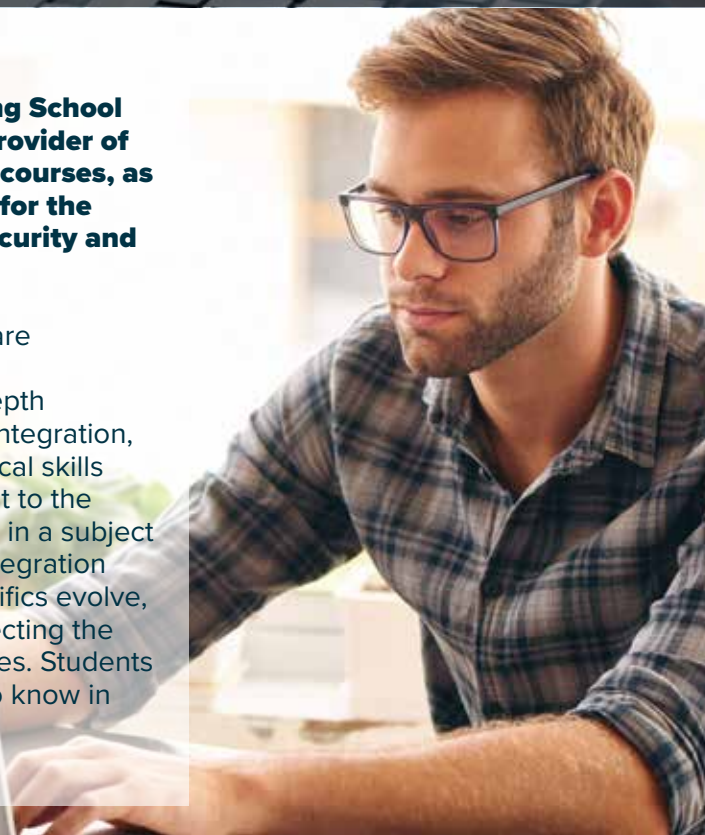
FIRE

WELCOME TO THE

ESA NATIONAL TRAINING SCHOOL

INVEST IN YOURSELF

ESA's National Training School (NTS) is the leading provider of classroom and online courses, as well as certifications, for the evolving electronic security and life safety industry.

Because NTS courses are developed by industry professionals with in-depth experience in security integration, courses focus on practical skills and knowledge relevant to the required jobs and tasks in a subject area. As the security integration channel and code specifics evolve, so do our courses, reflecting the latest trends and updates. Students learn what they need to know in today's market.

Not All Training is Created Equal.

Isn't it time you trust the most widely recognized and accepted training provider in the electronic security industry with educating your staff?

COURSES.ESAWEB.ORG

Gain critical knowledge of common occupancy class code requirements

SUBJECT AREAS

- Fire alarm systems
- Egress control
- Assembly occupancies
- Educational occupancies
- Daycare occupancies
- Residential occupancies
- Institutional occupancies
- Other occupancies
- Life Safety Code/ International Building Code comparisons

🕐 **Up to 8** CEUs

This 7-hour course, followed by an exam teaches students the practical application of the NFPA 101 Life Safety Code. Instruction focuses on the fire alarm and access control requirements for most common occupancy classes that students will encounter on a daily basis, offering insights on common errors and areas of confusion.

Special attention is paid to the similarities and differences between the International Building Code (IBC) and NFPA 101 Life Safety Code.

Life Safety Code will provide individuals with the knowledge and skills to:

- Design, install and maintain fire alarm and electronic access control systems that comply with NFPA 101 Life Safety Code

- Identifying niche business opportunities based on the most common occupancy classes, creating new revenue-generating services and opportunities

- Understanding the similarities and differences between the IBC, IFC and NFPA 101 Life Safety Code making it easier to understand what requirements apply based on the adopted code in your local jurisdictions

Who Should Attend?

Technical staff, sales personnel, business owners, fire service and code officials

FIRE

ESA
ELECTRONIC SECURITY ASSOCIATION®

DISCOVER
THE POWER OF
MEMBERSHIP

TRAINING AND CERTIFICATIONS

NETWORKING AND EVENTS

INSURANCE SOLUTIONS

GOVERNMENT ADVOCACY

SAVINGS AND RESOURCES

Our business is all about building yours.

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SUBJECT AREAS

Fire alarm systems

Egress control

Assembly occupancies

Educational occupancies

Daycare occupancies

Residential occupancies

Institutional occupancies

Other occupancies

Life Safety Code/
International Building
Code comparisons

🕐 Up to 8 CEUs

Gain proficiency in installation requirements for various occupancy classes

This 7-hour course, followed by an exam is based on the International Building Code (IBC) and the International Fire Code (IFC). Students learn the practical application of IBC, focusing on the fire alarm and access control requirements for the most common occupancy classes that will be encountered on a daily basis and offering insights on common errors and areas of confusion.

Special attention is paid to the similarities and differences between the IBC and NFPA 101 Life Safety Code.

International Building Code will provide individuals with the knowledge and skills to:

Design, install and maintain fire alarm and electronic access control systems that comply with both IBC and IFC

Identify niche business opportunities based on the most common occupancy classes, creating new revenue-generating services and opportunities

Understand the similarities and differences between the IBC, IFC and NFPA 101 Life Safety Code making it easier to understand what requirements apply based on the adopted code in your local jurisdictions

Who Should Attend?

Individuals seeking fire certification, technical staff, sales personnel, business owners, fire service and code officials

FIRE

SECURITY SALES ESSENTIALS (SSE)

CLASSROOM

Gain useful knowledge to effectively and ethically sell electronic security systems

This 7 or 14-hour course, followed by an exam is a comprehensive, modular program covering the complete sales cycle.

Day 1 will explore core sales subjects within residential sales. Day 2 will focus on commercial sales in each of the industry segments: intrusion, access control, fire and video.

Security Sales Essentials will provide individuals with the knowledge and skills to:

Know the complete sales cycle

Offer new or veteran sales personnel with the insights necessary to convert sales prospects into customers

Know the similarities and differences in the sales process for residential and commercial sales, including insights into the unique issues relevant to fire alarm, access control and video surveillance systems

Have the tools and tips necessary to perform at a highly successful sales level

SUBJECT AREAS

Overview of the security sales cycle

Prospecting

Problem identification

Solution – presentation

Closing – the transaction stage

Handling objections

Strategies for selling in the digital age

How to cross sell

Consultative selling

Customer advocacy

Managing customer relationships

🕐 **Up to 16** CEUs

SALES

Who Should Attend?

Sales personnel, customer service personnel, technical staff and business owners

UNDERSTANDING ELECTRONIC SECURITY SYSTEMS (UESS)

CLASSROOM AND ONLINE

SUBJECT AREAS

Fire alarm system devices

Security devices

Control panels

Communications

Managing alarms

Needs assessment

🕐 **Up to 8** CEUs

Gain an understanding of the electronic life safety and security industry

This 7-hour course, followed by an exam teaches the basic elements of the electronic life safety and security industry including sensors, control panels and communications with an emphasis on the need for an adequate site survey.

It stresses the importance of false alarm prevention while exploring the interaction between electronic life safety and security professionals, law enforcement and fire prevention officials.

Understanding Electronic Security Systems will provide individuals with the knowledge and skills to:

Know the basics of the electronic life safety and security industry

Be aware of the importance of false alarm prevention

Who Should Attend?

Non-technical staff, business owners, law enforcement, fire service, code officials and anyone seeking an overview of the electronic life safety and security industry

INTRUSION

SALES

PRICING INCENTIVES

Team training can mean BIG SAVINGS.

Private Classes

Member companies who wish to have an NTS course delivered solely for their employees can request a private class. These offerings are tailor-made to fit your dates, times and locations. Not only do we bring the NTS-certified instructor to you, but we bring the savings, too!

16 **Train 16 students and pay $365 per student**
a savings of more than $480 for the Level I course

31 **Train 31 students and pay $345 per student**
a savings of more than $1,550 for the Level I course

51 **Train 51 students and pay $325 per student**
a savings of more than $3,570 for the Level I course

To learn more about NTS private classes, please contact your local ESA Chartered Chapter Association (CCA) or ESA/NTS. Note: Savings listed above are reflective of ESA/NTS prices and may vary from the CCA.

Power User Discount Packages for NTS Core Courses

ESA's most popular courses are available online for self-paced, on-demand learning. ESA member companies that plan to use online training in volume can take advantage of substantial discounts on ESA's already affordable rates. If you plan to train 16 or more employees using online courses, contact us so we can help you save!

CEU Bundled Packages

For your employees that need CEUs to renew their license or maintain their certification, we offer CEU Hourly Bundled Packages. With a CEU Hourly Bundle Package you can purchase CEU hours in bulk; savings begin by purchasing a package of 200 or more hours.

EVENTS

LEADERSHIP
SUMMIT **2019**
JAN 28-31, 2019
AUSTIN, TEXAS

AIREF
Golf Classic
APR 9, 2019
LAS VEGAS

ESX®
JUNE 3-6, 2019
INDIANAPOLIS
#PASSIONATESECURITY

ESA

ELECTRONIC SECURITY ASSOCIATION

Electronic Security Association
6333 North State Highway 161
Suite 350
Irving, TX 75038

2019
TRAINING &
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