

ESA[®]

NATIONAL TRAINING SCHOOL



[COURSES.ESAWEB.ORG](https://courses.esaweb.org)



TRAINING & CERTIFICATION

2021

CATALOG

WHY NTS?

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

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ESA National Training School
Phone: (888) 447-1689 x6831
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NTS@ESAweb.org

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Not all
training is
created equal.

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ESA NATIONAL TRAINING SCHOOL

EDUCATION EVOLVED

What's New in 2021?





**Training as a
Service (TaaS)**



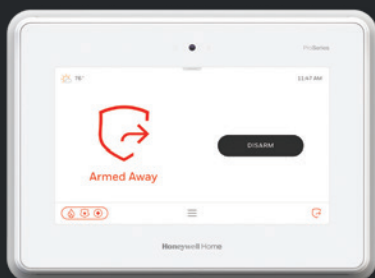
**E-Books for
Manuals**



**Assessment
Tools for Hiring**

MORE ON P. 7 >>

Win more customers. Keep them longer. Drive profits.



Introducing PROSERIES, our ultimate smart security system.

With its innovative, modular design, ProSeries will excite your customers and grow with their needs, while offering you unprecedented efficiency in installation and service. Deliver a seamless experience combining professional security, smart home and "One-Go-All-Go" connected life safety solutions together. Designed by professionals, for professionals – ProSeries will help you win more customers, keep them longer and drive profits.

To find out more, visit <https://www.resideo.com/pro/proseries>

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NEW!

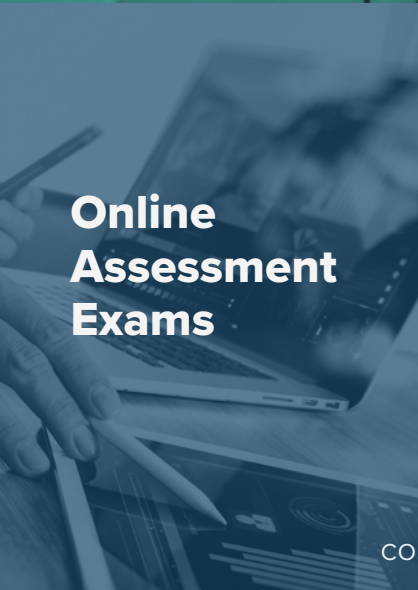
New Services to Take Training Even Further



Stop Your Employee Training Headaches

ESA's New Training as a Service (TaaS) program can help you onboard new employees and advance existing employees based on individuals' strengths/weaknesses and your own business objectives. This customizable in-house training program is the first of its kind in the industry.

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Online Assessment Exams

ESA's National Training School now has a valuable new tool to help as you're hiring new employees! Online assessment exams will help you gauge what areas of the industry technicians are proficient in and measure their technical skill level. Upon completion of the assessment, employers will receive an outcome report so that managers are prepared to assign the employee training or tasks that match their skill level. *Topic areas covered include: intrusion, fire, access and video.*

ESAWEB.ORG/ASSESS



THERE'S ALWAYS BEEN AN ADVANTAGE TO BEING FIRST.

Not only were we first to market with a cellular alarm communicator nearly 40 years ago, we were first to market with 2G, 3G/4G, and LTE too.

So as a Telguard dealer, you can feel confident we'll keep you one giant leap ahead of whatever lies ahead.

If it's worth protecting, it's worth investing in the best.



TELGUARD

THE ALARM COMMUNICATION EXPERTS



telguard.com | 800.229.2326

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AMETEK[®]



ESAWEB.ORG

Our business is building yours.

Join the electronic security and life safety industry's largest professional association of integrator and dealer companies.

ESA Members secure the lowest rates on all National Training School courses and gain access to members-only programming and bundle deals.

ESA ELECTRONIC
SECURITY
ASSOCIATION®

The Voice of the Electronic Security & Life Safety Industry



Learn more. Sell more. Earn more.

Gain a competitive advantage in the fast-moving market of video surveillance. With the Axis Certification Program, you get a worldwide confirmation of your competence and an assurance that you'll always be at the forefront of the industry.

Axis Certification Program – Master your knowledge.

Visit www.axis.com/certification



AXIS[®]
COMMUNICATIONS

ESA'S NATIONAL TRAINING SCHOOL 2021

NEW **OR** REVISED COURSES IN 2021

Life Safety Code: - This course was updated to reflect the changes in LSC Version 2018.

International Building Code: - This course was updated to reflect the changes in IBC Version 2018 and NFPA 2016. With this release, IBC is now available in a self-paced Online format in addition to Instructor led and Virtual.

Video Essentials for Sales Agents: - This 11 hour CEU course covers the technical specifications needed for a sales agent to properly quote a video installation. This course is ideal for those selling video systems without being bogged down with too much technical installation instruction.

Access Control Essential for Sales Agents: - This 8 hour CEU course covers the technical specifications needed for a sales agent to properly quote a access control installation. This course is ideal for those selling access control systems without being bogged down with too much technical installation instruction.

The Education Committee & Subject Matter Task Forces are currently updating the following courses:

Fire Alarm Installation Methods: - A full review and update of this course is being done to match the latest codes and standards. In addition this course will be updated to match today's technologies.

For a full listing of CEU courses, see [page 26 >>](#)



CUSTOMIZED
FIRE
SIGNALING
SECURING YOUR
EVERYDAY
PATH

DESIGNED WITH MAXIMUM FLEXIBILITY, FIRESWITCH OFFERS MORE PROGRAMMABLE NACS, WITH ADDED LABOR SAVING FEATURES – INCLUDING REMOTE MONITORING AND DIAGNOSTIC REPORTING.

SOPHISTICATED SIGNALING POWER

 Altronix

THE NETWORKED NAC POWER EXTENDER



MADE IN THE U.S.A.

ALTRONIX.COM

LIFETIME WARRANTY

GROW

Planning & Registering For Training

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.

The NTS course zone will help you find everything from current courses and 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.

COURSES.ESAWEB.ORG

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?

FIRE

Recognized Fire Training

We've been growing fire training programs diligently for the past 5 years. ESA's Fire Alarm Certifications are now recognized in 12 jurisdictions as alternatives to NICET.

No one can argue that the Fire Certifications offered by the National Institute for Certification in Engineering Technologies are widely recognized by AHJs throughout the country; however, ESA's fire certifications are growing in popularity due to more streamlined access to training, testing, and credentialing.

Today, 12 jurisdictions have approved ESA Fire Certifications as alternatives to NICET.

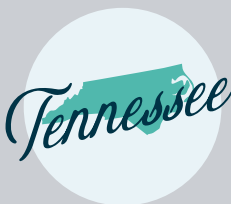


ESA offers a structured training, testing and credentialing program that can be presented as live instructor-led classroom training or in an online distance learning format with proctored exams administered by local third-party testing centers.

Testing and verification of experience and issuance of an applicant's fire alarm certification is processed within weeks - not months - upon course completion, passing the exam(s) and receipt of the New Certification Request Form.

ESA's Certified Fire Alarm Technician (CFAT) Level II Fire certification provides an alternative equivalency to the NICET II requirement for industry professionals that perform installation, inspection, testing, maintenance and programming of fire alarm systems. The Certified Fire Alarm Designer (CFAD Level III certification) provides an alternative to the NICET III fire alarm requirement for establishing the competency of industry professionals seeking design and/or design review compliance.

Recognition is slated to grow, with current proposals for approval of ESA's fire alarm certifications as an alternative to NICET active in several additional states.



To discover what ESA Certifications are approved in your area, visit **ESAWEB.ORG/MYSTATE**



ESA
NATIONAL TRAINING SCHOOL

STOP YOUR EMPLOYEE TRAINING HEADACHES

ESA's New Training as a Service (TaaS) program can help you onboard new employees and advance existing employees based on individuals' strengths/weaknesses and your own business objectives. This customizable in-house training program is the first of its kind in the industry.

COURSES.ESAWEB.ORG

The Industry's ONLY Customizable In-House Employee Onboarding and Staff Development Program

TIER 1

ESA Systems Technician

CORE SKILLS | 0 – 6 MONTHS EMPLOYMENT

69 HOURS OF TRAINING INCLUDING:

Basic Communication Skills
Basic Employability Skills
Basic Safety Skills
Foundational Industry Knowledge
Electives Customizable To Your Business: Wireless Systems, Troubleshooting, Cabling

TIER 2

ESA Systems Specialist

INTERMEDIATE SKILLS | 6 – 18 MONTHS EMPLOYMENT

80 HOURS OF TRAINING INCLUDING:

Troubleshooting, Service and Maintenance
Digital Multimeter Basics
NTS Technical Courses
Electives Customizable To Your Business: Customer Service, Networking, Industry Related Code, Ethics, Site Survey

ESA Security Sales Associate

CORE SKILLS | 0 – 24 MONTHS EMPLOYMENT

34 HOURS OF TRAINING INCLUDING:

Understanding Electronic Security Systems, Selling Integrated Systems, Selling Commercial Intrusion/Fire/Access/Video, Video Systems – Technical Considerations for Sales Agents, and Access Control – Technical Considerations for Sales Agents

Training as a Service (TaaS) is the first program of its kind for the electronic life safety and security industry. This customizable training solution allows employers to fast-track new hires and current employees with in-house training.

Buildable curriculum covering technical training, safety skills and topical industry trends is all part of the course offerings.

TaaS provides everything you need in one place —from communication and safety skills training, industry knowledge that meets state licensing requirements and all levels in between.

All courses are conveniently offered online with reporting features to track employee progress.

CERTIFICATIONS

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

ESA Certified Alarm Technician (CAT) Level I

COURSEWORK

Certified Alarm Technician (CAT) Level 1

ESA Certified Video Technician (CVT)

REQUIREMENTS

CAT Level 1 Certification
12 months of Field Experience

COURSEWORK

Video System Technologies
Fundamentals of Networking

ESA Certified Video Systems Specialist (CVSS)

REQUIREMENTS

12 months of Field Experience

COURSEWORK

Video System Technologies
Fundamentals of Networking

ESA Certified Systems Integrator (CSI)

REQUIREMENTS

CAT Level 1 Certification
36 months of Field Experience

COURSEWORK

Fire Alarm Installation Methods
Electronic Access Control
Video System Technologies



Start

CERTIFICATIONS

ESA Certified Alarm Technician (CAT) Level II

REQUIREMENTS

CAT Level 1 Certification
24 months of Field Experience

COURSEWORK

Advanced Intrusion Systems
Fire Alarm Installation Methods

ESA Certified Service Technician (CST)

REQUIREMENTS

CAT Level 1 Certification
24 months of Field Experience

COURSEWORK

Advanced Intrusion Systems
Fire Alarm Installation Methods
Troubleshooting, Service and Maintenance

ESA Certified Intrusion Technician (CIT) Level II

REQUIREMENTS

CAT Level 1 Certification
24 months of Field Experience

COURSEWORK

Advanced Intrusion Systems
Fundamentals of Networking

ESA Certified Security Systems Integrator (CSSI)

REQUIREMENTS

CAT Level 1 Certification
36 months of Field Experience

COURSEWORK

Electronic Access Control
Video System Technologies
Life Safety Code OR International Building Code
Fundamentals of Networking

CERTIFICATIONS

ESA Certified Residential Fire Alarm Inspector (CRFAI)

COURSEWORK

Residential Fire Alarm

ESA Certified Alarm Technician (CAT) Level I

COURSEWORK

Certified Alarm Technician (CAT) Level 1

ESA Certified Fire Alarm Technician (CFAT) Level II Fire

REQUIREMENTS

CAT Level 1 Certification
24 months of Field Experience

COURSEWORK

Fire Alarm Installation Methods
Life Safety Code OR International Building Code

ESA Certified Fire Alarm Designer (CFAD) Level III Fire

REQUIREMENTS

CFAT Certification
60 months of Field Experience
Passed CFAD Comprehensive Certification Exam

COURSEWORK

Professional Fire Alarm Design

CERTIFICATIONS

Certified Security Salesperson (CSS)

REQUIREMENTS

CAT Level I Certification OR
Completed Understanding
Electronic Security Systems
Course

COURSEWORK

Security Sales Essentials

Why ESA Certifications?

Mapping your career? Looking to stand out from the competition for your quality of work? From building a foundation to earning advanced credentials, ESA Certifications can help. To distinguish yourself from your competitors, you need a certification that encourages professional growth and is recognized by the industry as the standard.

Benefits

-  Become a recognized expert in your field
-  Achieve professional and personal growth
-  Attain a competitive edge on your competition or within your company
-  Earning your CEUs for your certification will most likely help you keep your professional license
-  Show your customers that you are committed to professional excellence

CERTS

Maintaining Certifications

Renewing your ESA Certifications is now easier than ever!

Qualifying Activities

Programs covering the electronic life safety and security industry are eligible for ESA CEUs.

The following activities may qualify:

- ESA National Training School courses
- College/University/Trade School courses
- Training Sessions, Educational Workshops, or Seminars
- Industry Related Expos
- Online/distance learning courses
- Job Safety Training
- Work Experience Verification
- Teaching and ESA Course Development
- Active Committee/Task Force Service
- Electronic Life Safety and Security Industry Certifications



All ESA 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 certifications requires certificate holders to earn 24 continuing education units (CEU) hours — the equivalent of 24 classroom hours each renewal cycle.

Now, renewing your ESA Certifications is easier than ever. At the time of renewal, complete an online certification renewal form and report continuing education activities on the CEU submission form. No backup documentation will be required at the time of renewal.

All certification holders are subject to a random audit. If you are audited, you will receive notification from ESA within 60 days of receipt of renewal to send all requested CEU documentation for review.

It is the responsibility of each certification holder to maintain records documenting qualified continuing education credits.

Lapsed Certifications

Persons who do not maintain their certification lose the privilege of using this 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) and pay a late fee in addition to the standard renewal fee for the lapsed certification.
- **If certification has lapsed for more than 24 months**, the certification may not be renewed until the primary course and exam leading to certification are retaken.

Those wishing to attain another ESA certification must have their current certification in good standing.



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 | Commercial auto/fleet |
| Errors and omissions | Workers compensation |
| Umbrella/excess | Cyber liability |

SECURITYAMERICAINS.COM

SAVE

Money Saving Bundles

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 in completing your courses or earning your certification!

Certification Bundles*

We have a bundle for each ESA Certification, which includes the registration and proctored exam for each course in the bundle. Discounted certification bundles are available to ESA Members only.

Certified Alarm Technician (CAT) Level II - \$810

Includes: 3 courses, proctored exams and course manuals.

SAVE \$477*

Certified Fire Alarm Technician Level II (CFAT) - \$790

Includes: 3 courses, proctored exams and course manuals.

SAVE \$460*

Certified System Integrator (CSI) - \$1080

Includes: 4 courses, proctored exams and course manuals.

SAVE \$636*

Certified Security System Integrator (CSSI) - \$1138

Includes: 5 courses, 4 proctored exams and 4 course manuals.

SAVE \$669*

Certified Fire Alarm Designer (CFAD) - \$1150

Includes 3 online courses, 1 OILT course, 4 proctored exams and course manuals.

SAVE \$666*

*Savings over non ESA-Member rates.



CEU Bundles*

To help you keep up with your state CEU needs or your certification renewals, we have put together 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.

SAVE 10%

*Discounted bundles are available to ESA members only.



ESA NATIONAL TRAINING SCHOOL

ONLINE CEU COURSES



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



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
- Incident Reports for Security Professionals – 1 hour
- Managing Projects Effectively – 3 hours
- Physical Science and Security Professionals – 1 hour
- Access Control Essentials for Sales Agents – 8 hours

CEU courses continued on page 28 >>

CEUS

Convenient Professional Development

NEW!



WORKPLACE ESSENTIALS

Cyber Threat Preparedness – 4 hours

Basics of Customer Service – 3 hours

Creative Problem Solving – 1 hour

Time Management – 1 hour

Handling a Difficult Customer – 1 hour

Civility in the Workplace – 1 hour

Workplace Diversity – 1 hour

Workplace Harassment – 1 hour

Workplace Violence – 1 hour

Conflict Resolution – 2 hours

Ethical Client Relations – 1 hour

Goal Setting and Getting Things Done – 1 hour



COURSES.ESAWEB.ORG



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



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 & 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 Surveillance 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

NEW! **OSHA (Construction)** – 10 hours

NEW! **OSHA (General)** – 10 hours

NEW! **OSHA (Construction)** – 30 hours

NEW! **OSHA (General)** – 30 hours



VIDEO

Video - Auxiliary Equipment, System Design and Recording – 2 hours

Video - Camera and Lens Considerations – 1 hour

Video Monitor Selection & Troubleshooting Analog and Digital Video Systems – 1 hour

Video Transmission Media – 1 hour

Video Essentials for Sales Agents – 11 hours

STATE SPECIFIC COURSES

Custom Educational Solutions



Texas

Texas 18 hour Alarm Level I

8 hour CEU Bundle for Installers

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)



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

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

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

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



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

Montana 16 Hour Security Alarm Installer
course for security alarm installers



Louisiana

NEW!

Louisiana Fire Alarm Installation Methods
course that includes required household
fire alarm content



Virginia

NEW!

Virginia Electronic Security Technician
– 14 hours that includes the required
Core Subjects 30E topics plus the 35E
Security Technician subjects



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:

ESAWEB.ORG/MYSTATE



ESA NATIONAL TRAINING SCHOOL

TECH COURSES



CATI

VIRTUAL/LIVE

ONLINE

UP TO 24 CEUS

Certified Alarm Technician Level I

This course is so essential that dozens of states, local licensing authorities and regulators approve 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.

Subject Areas

Industry Introduction	Wiring Methods
Standards	Tools and Equipment
Electricity	Troubleshooting
Power	Video Surveillance Systems
Alarm Systems	Access Control
Perimeter Sensors	Related Systems
Interior Sensors	Client Relations
Fire and Life Safety Systems	Alarm Management
Notification Devices	Job Safety
Communications	

 AVAILABLE IN SPANISH

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

Continue with more advanced and specialized training that can lead to enhanced profits and increased compensation for the student/credential holder

EAC

VIRTUAL/LIVE

ONLINE

UP TO 16 CEUS

Electronic Access Control

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

Subject Areas

Introduction

Overview

Building Codes

Locksmithing

Locks and Barriers

Entry Devices

Exit Devices

Powering Components

Controllers and Processors

Wiring Methods

System Design

Common Errors and Solutions

AIS

VIRTUAL/LIVE

ONLINE

UP TO 16 CEUS

Advanced Intrusion Systems

**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**

Subject Areas

Introduction

Review

Practical Application of
Electronics

Practical Application of
Controls

System Power

Networking

Advanced System and
Devices

Practical Sensor
Applications

Communications

Testing and
Commissioning

Overview of Project
Management Concepts

TSM

VIRTUAL/LIVE

ONLINE

UP TO 16 CEUS

Troubleshooting, Service and Maintenance

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

VST

Video System Technologies

VIRTUAL/LIVE

ONLINE

UP TO 16 CEUS

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

RFA

VIRTUAL/LIVE

ONLINE

UP TO 8 CEUS

Residential Fire Alarm

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.



WE ALSO OFFER A SPECIAL VERSION MODIFIED TO MEET THE TEXAS SFMO REQUIREMENTS FOR THE FAL LICENSE.

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

FAIM

VIRTUAL/LIVE

ONLINE

UP TO 16 CEUS

Fire Alarm Installation Methods

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.

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

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 and Inspecting

Household Systems*

Documentation

Wiring

CO Detection

Emerging Technologies

**Louisiana Version only*

PFAD

VIRTUAL/LIVE

UP TO 16 CEUS

Professional Fire Alarm Design

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.

Subject Areas

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

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. Taking either the International Building Code (IBC) or the Life Safety Code (LSC) course is also strongly recommended.

LSC

Life Safety Code

VIRTUAL/LIVE

ONLINE

UP TO 8 CEUS

Gain critical knowledge of common occupancy class code requirements

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

Subject Areas

Fire Alarm Systems

Egress Control

Assembly Occupancies

Education Occupancies

Day-Care Occupancies

Hotel & Motel Occupancies

Health Care Occupancies

LSC Other Occupancies

LSC to IBC Comparisons

IBC

VIRTUAL/LIVE

UP TO 8 CEUS

International Building Code

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

Subject Areas

Fire Alarm and Life Safety Systems

Egress Control and Areas of Refuge

Assembly Group A

Education Group E

Day-Care Facilities

Residential Group R

Institutional Group I

IBC Other Occupancies

LSC/IBC Comparisons



ESA NATIONAL TRAINING SCHOOL

NON-TECH COURSES



SSE

VIRTUAL/LIVE

UP TO 16 CEUS

Security Sales Essentials

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

Approach

Identifying Needs

Presenting the Solution

Closing

Intro to Commercial Sales

Commercial Intrusion

Commercial Fire

Commercial Access Control

Commercial Video

Commercial Integrated Systems

UESS

VIRTUAL/LIVE

ONLINE


UP TO 8 CEUS

Understanding Electronic Security Systems

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

Subject Areas

Fire Alarm System Device

Security Devices

Control Panels

Communications

Managing Alarms

Needs Assessment

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 tailored to fit your preferred dates, times and locations. Not only do we bring the NTS-certified instructor to you, but we bring the savings, too!

See the example below for what you could be saving on a Certified Alarm Technician Level I class!

Train 16

**students and
pay \$365
per student**

a savings of more than \$480 for the Level I course

Train 31

**students and
pay \$345 per
student**

a savings of more than \$1,550 for the Level I course

Train 51

**students and
pay \$325
per student**

a savings of more than \$3,570 for the Level I course

To learn more about the National Training School's private classes, please contact ESA. Note: Savings listed above are reflective of ESA prices and may differ from any reseller state association offerings.



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 100 or more hours.

3G/CDMA Sunset & POTs-Replacement Solutions to Protect Your Accounts & RMR

FREE or from \$50^{net}


StarLink[®] LTE




StarLink[®] LTE Communicators are the proven low-cost universal LTE solutions to safeguard every account, panel, 12/24V FACP and application from communication disruption, i.e., 3G, CDMA & POTs sunsets. There's **StarLink Fire** for Commercial Fire, **StarLink, StarLink Connect** for Connected Home & Business, with SMS Notifications & optional Z-Wave Control and new **StarLink Connect DL** with native panel downloading for Vista[®] & DSC[®]. Panel-powered StarLink saves time and equipment & labor costs, pre-activated, so you know it's working before going onsite. The most reliable, painless solution for RMR-preservation, reporting any central station, all **\$** StarLink models also include a \$100 Dealer Incentive for trading up from any old radio, POTs line or even on new construction.

StarLink Universal Cellular Communicators for Every Panel & Application


Commercial Fire 12V/24V FACP Cellular Reporting, from \$49^{95net}

	AT&T/Verizon Models	Cell IP	Universal Panel Support	Panel-Pwr'd	15 Min. Install/ Takeover	Signal Boost & Dual Diversity LTE Antennae	Special Features	Sunsets/ POTs Tradeup Program	Compliances
	SLE-LTEA-FIRE/ SLE-LTEV-FIRE	✓	12V/24V FACPs	✓	✓ No Xtra Pwr sply or conduit req'd.	✓	Replace 2 phone lines/ FACP for dramatic savings vs. POTs	\$	UL 864 10 th Ed, NFPA 72, CSFM, NYCFD, LAFD
	SLE-LTEAI-FIRE/ SLE-LTEVI-FIRE	✓	12V/24V FACPs	✓	✓ No Xtra Pwr sply or conduit req'd.	✓	+ Self-Supervised. No Panel-Wire-Run or -Programming	\$	UL 864 10 th Ed, NFPA 72, CSFM, NYCFD, LAFD

Cellular Intrusion Alarm Reporting, as low as FREE

	AT&T/Verizon Models	Cell IP	Universal Panel Support	Panel-Pwr'd (or other power)	10 Min. Install/ Takeover	Signal Boost & Dual Diversity LTE Antennae	Special Features	Sunsets/ POTs Tradeup Program	Compliances
	SLE-LTEA/ SLE-LTEV	✓	✓	✓	✓	✓	Remote On/Off App option	\$	UL 1610, 985, 1023, 1635

Connected Home & Business Cell/IP Reporting, &/or Hub - DL-Downloader as low as \$9^{95net}

	AT&T/Verizon Models	Cell IP	Universal Panel Support	Panel-Pwr'd	10 Min. Install/ Takeover	Signal Boost & Dual Diversity LTE Antennae	Special Features	Sunsets/ POTs Tradeup Program	Compliances
	SLE-LTEA-C/ SLE-LTEV-C	✓	✓	✓	✓	✓	SMS msg & virtual keypad for Honeywell/ ADT, DSC, Gemini	\$	Honeywell/ ADT, DSC, Napco UL 1610, 985
	SLE-LTEA-Z/ SLE-LTEV-Z	✓	✓	✓	✓	✓	As above w/ Smart ZWave Control	\$	Honeywell/ ADT, DSC, Napco UL 1610, 985
	SLE-LTEA-CDL/ SLE-LTEV-CDL	✓	✓	✓	✓	✓	Dual Function Downloader Cell/IP & Native Up/Dwnld Honeywell & DSC	\$	Honeywell/ ADT, DSC, Napco UL Pending

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