ESA
NATIONAL TRAINING SCHOOL

2024 TRAINING & CERTIFICATION

COURSE CATALOG

THE **INDUSTRY STANDARD** FOR TRAINING AND CERTIFICATIONS.

ELECTRONIC SECURITY ASSOCIATION

ESA®

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.

CONTENTS

CONTACT US

PHONE: (888) 447-1689
WEB: COURSES.ESAWEB.ORG
EMAIL: NTS@ESAWEB.ORG

Advertisers

The Industry Standard in Electronic and Life Safety Security Training.

COURSES

EDUCATION EVOLVED

CUSTOMIZED TRAINING PROGRAMS AND UPDATES YOU SHOULD KNOW ABOUT

**Build Your Own
Training Program**

**Assessment
Tools for Hiring**

resideo

PROSERIES

The Ultimate Smart Security System

Bring security, life-safety and smart control together in one simple platform.

- Innovative modular design
- Built-in Amazon Alexa
- Operate, program, upgrade and maintain locally or remotely
- Easy to learn, quick to install,
  simple to maintain

All this together to help dealers —

WIN more customers, **KEEP** them longer and **DRIVE** profits.

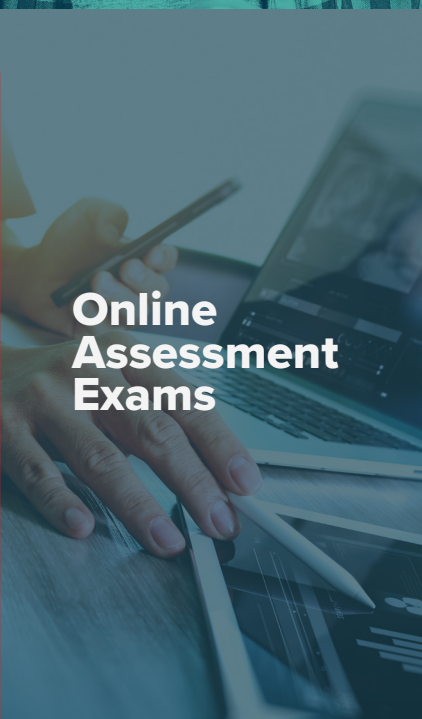**Learn more:
resideo.com/stayinformed**

TaaS
Training as a Service

Leverage ESA's buildable curriculum covering technical training, safety skills and topical industry trends. TaaS provides everything you need in one place, from communication and safety skills training to industry knowledge that meets state licensing requirements — and all levels in between.

Managers will receive administrative access to their employee's training records so that they can monitor progress and encourage completion.

EXCLUSIVELY FOR ESA MEMBERS

Online Assessment Exams

Are you on the look out for top-tier technical talent to drive your company's success? ESA's comprehensive technical assessment exams are designed to help you identify the brightest minds in your candidate pool. Pinpoint the best technical talent in areas, like: intrusion, fire, access control and video installation and servicing.

Streamline your hiring process with ESA's online assessments exams, providing quick insights into candidates' capabilities and reducing time-to-hire.

ESAWEB.ORG/ASSESS

WELCOME
TO ALL 5G LTE-M

Our lineup of American-made, universal 5G LTE-M alarm communicators helps dealers deliver the longest-life alarm solutions, with better in-building penetration, lower power consumption, and longer battery life, all backed by award-winning US-based customer service and tech support experts.

Since 1986, we haven't just been preparing dealers for the future – we've been inventing it.

Learn more at www.telguard.com.

TELGUARD
AMETEK®

THE ALARM COMMUNICATION EXPERTS

gr⊙w

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

The Partner Pros Trust

Snap One is the one-stop shop for all your needs, combining pro feedback and expertise with high-quality products and reliable technical support to deliver exceptional smart solutions.

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We only sell to pros like you, which means you'll never get shopped by your customers.

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2GIG   ALARM.COM   ring   SONOS   eero

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Visit **snapav.com/security** to learn more.

snap one™

NEW OR REVISED COURSES IN 2024

VST

Video System Technologies **NEW**

The Video System Technologies (VST) course will provide you with the knowledge you need to successfully design and install a basic Video Surveillance system. The primary focus of this course is to provide you with knowledge on current methods and equipment, such as digital cameras, cabling options, networking, storage solutions as well as insight into progressive and emerging technologies.

16 HOURS

CEU

Life Safety and Building Codes **NEW**

This course provides students with information relevant to technicians assigned to design either portions of, or the entire life safety system. This course provides code similarities and differences between the LSC and IBC.

10 HOURS

CEU

Installation Basics for Residential Fire: **NEW**

This online course provides students with the basics for installing a Residential Fire System, which includes Control Panels, Initiating Devices, Notification Appliances, Wiring and Circuitry, and Power Requirements.

3 HOURS

2024 Revisions

Certified Alarm Technician Level I: Updating the Level I Course to expand the information and focus on wireless technology and design.

Troubleshooting, Service, and Maintenance. Updating the course to ensure it focuses on the latest technology and to incorporate more networking and wireless troubleshooting.

MAKE ROOM!

NOW... MORE CHANNELS OF POWER DISTRIBUTION – by ALTRONIX

ACMS12

PDS16

Introducing **ACMS12(CB)** 12-Output Access Power Controllers, and **PDS16(CB)** 16-Output Power Distribution Modules.

These new sub-assemblies further increase access control capacity when integrated with Altronix Trove or any wall/rack mount application - reducing overall equipment and installation costs.

KEY FEATURES:

▶ **Power and control more devices in less space**

▶ **Dual voltage provides selectable 12 or 24VDC from any output**

▶ **Bi-color voltage LEDs for visual identification**

▶ **Stackable with VR6, Tango1B, and more...**

▶ **Multiple boards may be daisy chained for system expansion**

▶ **Backed by a Lifetime Warranty**

For more information email: info@altronix.com

Altronix®

YOUR LEADER IN POWER & DATA TRANSMISSION SOLUTIONS.

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?

STATES THAT RECOGNIZE NATIONAL TRAINING SCHOOL COURSES AND CERTIFICATIONS
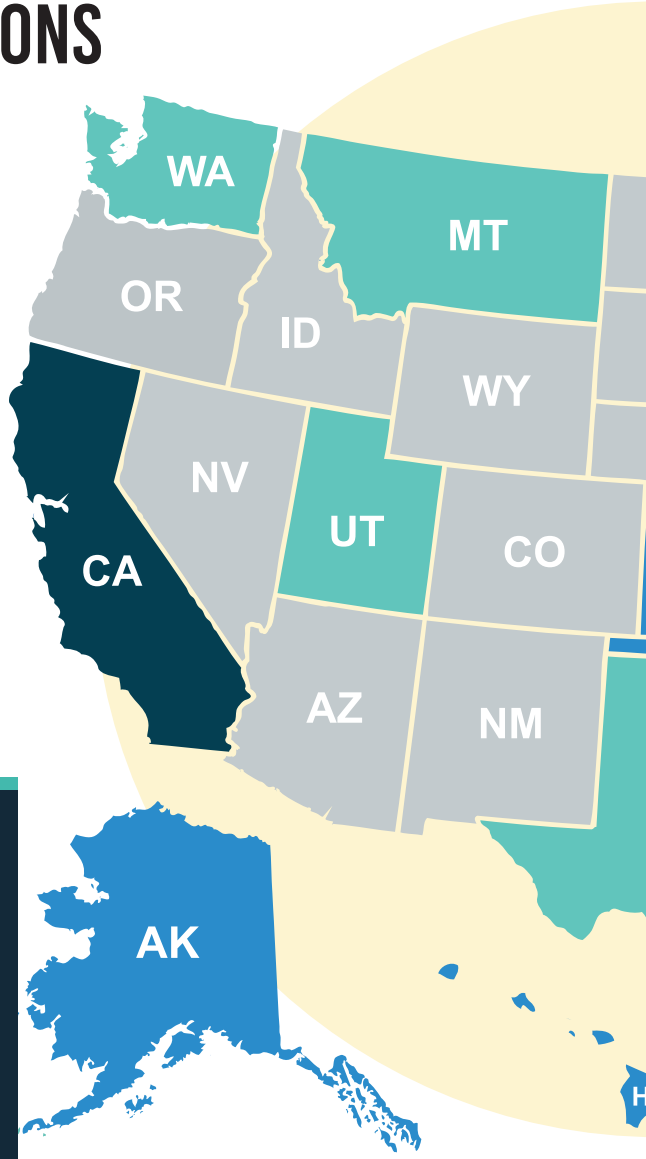
This map indicates the states where ESA core courses, certification and/or continuing education is approved to meet or maintain licensing requirements.

Visit

COURSES.ESAWEB.ORG for detailed information on ESA training in your state.

WA
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OR
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ESA TRAINING ACCEPTED
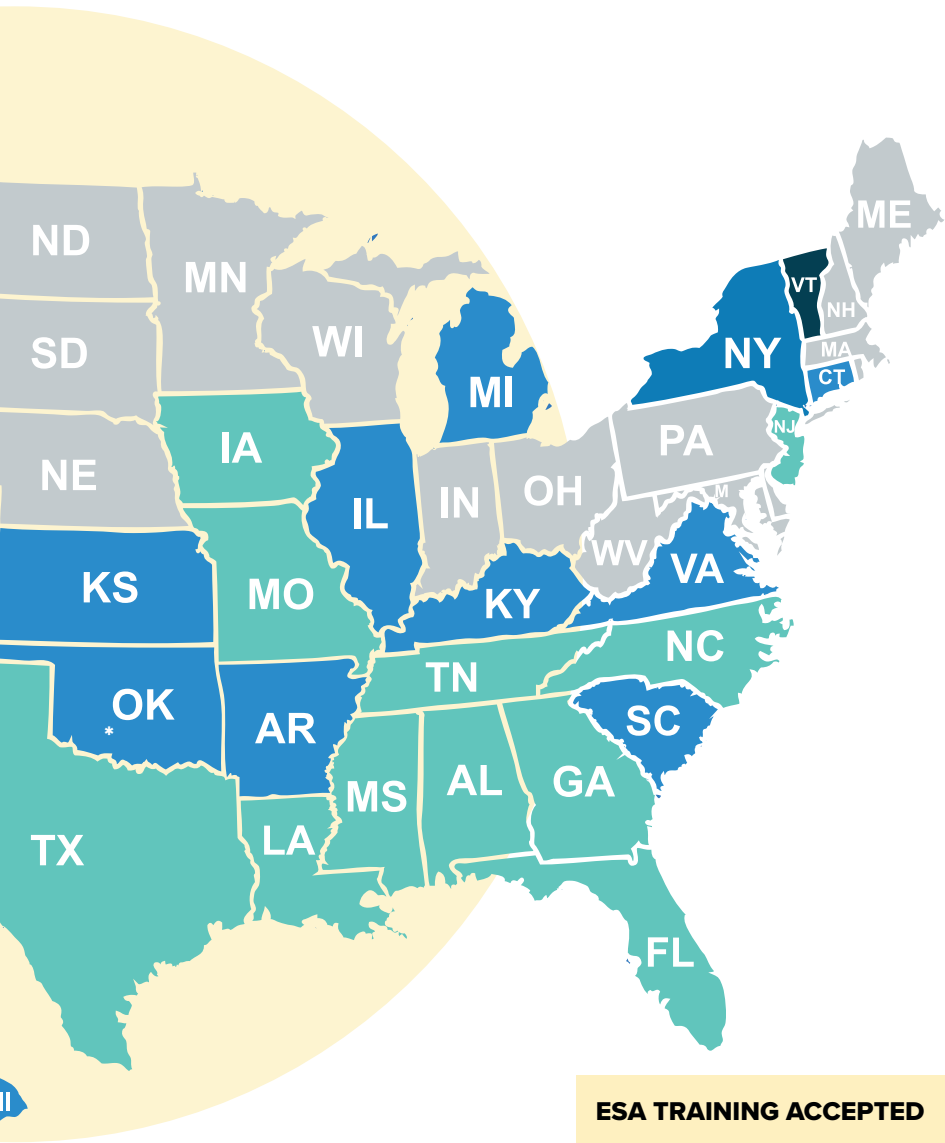
| CEU | NTS COURSE AND/OR CERTIFICATION | BOTH |

*ESA is an approved alternative examination entity. Check with your local jurisdiction to see if training can be used for licensing.

FIRE
Recognized Fire Training

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 (NICET) 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.

Alabama   *Alaska*   *Hawaii*

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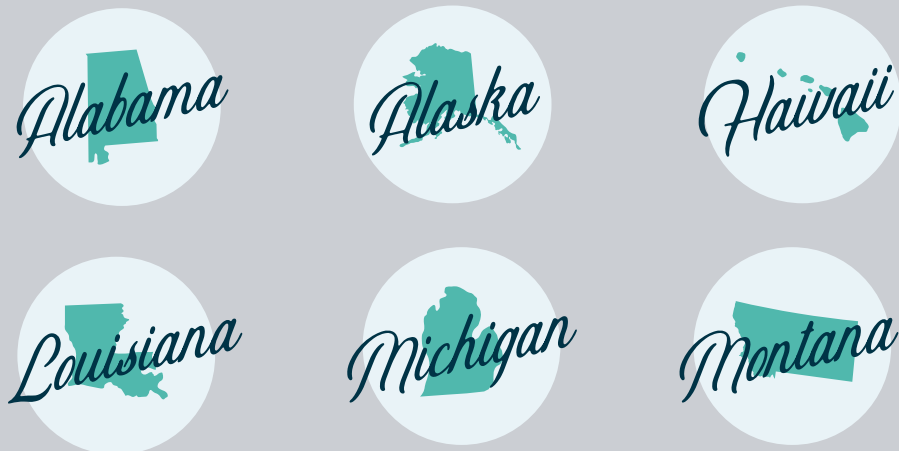
ESA offers a structured training, testing and credentialing program that can be presented as live instructor-led classroom training or in an online distance learning format with proctored exams administered by local third-party testing centers.

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.

Georgia
Cobb County

Iowa

Kansas
Wichita/Sedgwick County

Tennessee

Texas

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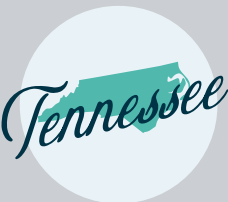
To discover what ESA Certifications are approved in your area, visit
ESAWEB.ORG/MYSTATE

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.

Louisiana

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

Virginia

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

Florida

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

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

7 hour Alarm Contractor Renewal 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)

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

Montana

Montana 16 Hour Security Alarm Installer course for security alarm installers

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

TaaS
Training as a Service

BENEFITS

- **Attract and retain employees**
- **Customizable to your company's unique needs**
- **Convenient - all courses are offered online**
- **Reporting that helps you track students' progress**
- **Recommended course schedule and reminders**
- **Cost effective**

THE INDUSTRY'S ONLY FULLY CUSTOMIZABLE TRAINING PROGRAM TO ADDRESS YOUR COMPANY'S UNIQUE NEEDS.

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

Leverage this buildable curriculum covering technical training, safety skills and topical industry trends. TaaS provides everything you need in one place, from communication and safety skills training to industry knowledge that meets state licensing requirements — and all levels in between.

All courses are offered online, with reporting features that allow supervisors to track the progress of employees.

BUILD YOUR OWN CUSTOMIZED TRAINING PROGRAMS OR UTILIZE THE PRE-PACKAGED PROGRAMS ALREADY BUILT!

Start Building Your Program Here!

PRE-PACKAGED PROGRAMS

TIER 1

ESA Systems Technician

CORE SKILLS | 0 – 6 MONTHS EMPLOYMENT

69 HOURS OF TRAINING INCLUDING:

43 HOURS OF REQUIRED COURSEWORK:

OSHA 10 Hour

Basics of Customer Service

Certified Alarm Technician Level I

Communication Strategies

Workforce Skills

PLUS Choose Up to 26 More Hours of Elective Coursework to Customize Your Package

UPON COMPLETION OF TIER 1, STUDENTS WILL RECEIVE:
ESA Systems Technician Completion Certificate, Level I Certified Alarm Technician Certification, OSHA 10 Hour Certification

TIER 2

ESA Systems Specialist

INTERMEDIATE SKILLS | 6 – 18 MONTHS EMPLOYMENT

80 HOURS OF TRAINING INCLUDING:

REQUIRED COURSEWORK:

Troubleshooting, Service and Maintenance

CHOOSE TWO OF THE FOLLOWING:

Advanced Intrusions Systems

Fire Alarm Installation Methods

Electronic Access Control

Video System Technologies

PLUS Choose Up to 32 More Hours of Elective Coursework to Customize Your Package

UPON COMPLETION OF TIER 2, STUDENTS WILL RECEIVE:
ESA Systems Specialist Completion Certificate, Troubleshooting, Service and Maintenance Course Completion Certificate, Additional Course Completion Certificates

ESA Security Sales Associate

CORE SKILLS | 0-24 MONTHS EMPLOYMENT

31 HOURS OF TRAINING INCLUDING:

Understanding Electronic Security Systems

Selling Integrated Systems

Selling Commercial Intrusion/Fire/Access/Video

Video Systems — Technical Considerations for Sales Agents

Access Control - Technical Considerations for Sales Agents

UPON COMPLETION OF SALES TIER, STUDENTS WILL RECEIVE:
ESA Security Sales Agent Completion Certificate, Understanding Electronic Security Systems Completion Certificate, Additional Course Completion Certificates

CERTIFICATION &

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 → *24 months field experience*

CAT Level I Certification → Advanced Intrusion Systems → Fire Alarm Installation Methods → Troubleshooting Service and Maintenance

CAT Level I Certification → Fire Alarm Installation Methods → Electronic Access Control → Video System Technologies

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

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

Video System Technologies → Fundamentals of Networking → *12 months field experience* → **Certified Video Systems Specialist (CVSS)**

Shop ESA's certifications and training at COURSES.ESAWEB.ORG

TRAINING PATHS

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.

→ **Certified Intrusion Technician (CIT) Level II**

→ **Certified Alarm Technician (CAT) Level II**

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

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

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

→ **Certified Video Technician (CVT)**

CERTIFICATION &

FIRE

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

CAT Level I Certification	→	Fire Alarm Installation Methods	→	Life Safety Code	**OR**	International Building Code

CFAT Certification	→	Professional Fire Alarm Design	→	*60 months field experience*

SALES

CAT Level I Certification			
OR	→	Security Sales Essentials	→	Cerified Security Salesperson (CSS)
Understanding Electronic Security Systems			

TRAINING PATHS

MORE THAN 50K **NTS**
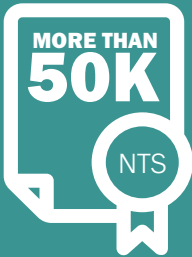
security integration professionals have earned NTS certifications or completed courses since 1985, by far the most trained by any industry organization in the last 25 years.

24 months field experience

Certified Fire Alarm Technician (CFAT) Level II Fire

Certified Fire Alarm Designer (CFAD) Level III Fire

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 C

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:

- ESX Education Sessions
- 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

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.

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.

Coverage for electronic
security and life safety
installation and
monitoring businesses.

ESA MEMBERS SAVE an average
of 20% on all policies.

Insurance solutions that have your business's back.

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INDUSTRY-SPECIFIC INSURANCE

SecurityAmericaIns.com

SAVE

BUNDLED CERTIFICATION PACKAGES

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!

Certified Alarm Technician (CAT) Level II - $831
Includes: 3 courses, proctored exams and digital copies of the course manuals.

SAVE $488

Certified Fire Alarm Technician Level II (CFAT) - $730
Includes: 3 courses, proctored exams and digital copies of the course manuals.

SAVE $429*

Certified System Integrator (CSI) - $1108
Includes: 4 courses and proctored exams and digital copies of the course manuals.

SAVE $651*

Certified Security System Integrator (CSSI) - $1098
Includes: 5 courses, 4 proctored exams and digital copies of the course manuals.

SAVE $642

Certified Fire Alarm Designer (CFAD) - $1072
Includes: 3 online courses, 1 OILT class, 4 proctored exams, 1 comprehensive certification exam and digital copies of the course manuals.

SAVE $488

Hard copies of the course manuals may be purchased for an additional cost plus shipping.

ONLINE CEU COURSES

Keep up with your state's CEU requirements or your certification renewals, with CEU bundles that take the work out of picking and registering for CEU courses. Each bundle is complied of a set of courses that, when completed, will earn you a specific number of hours.

SAVE 10% Choose from 24, 12, 8 and 6 hour bundles

*Discounted bundles are available to ESA members only.

COURSES.ESAWEB.ORG/CEUBUNDLES

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

Codes and Standards Refresher – 1 hour

Codes and Standards Refresher, including NEC – 2 hours

Ethical Client Relations – 1 hour

Fire Alarm Systems for Households - 2 hours

Life Safety and Fire Alarm Systems – 1 hour

Life Safety and Building Codes – 10 hours

Life Safety and Occupancies – 3 hours

Installation Basics for Residential Fire - 3 hours

Methods to Reduce False Alarms – 2 hours

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

Residential Fire Alarm – 7 hours

Troubleshooting Fire Alarm Devices – 1 hour

INTRUSION

Access Control for Sales Agents – 8 hours

Access Control – Practical Application of Electronics and Control Panels - 2 hours

Basic Math for Security Professionals – 1 hour

Codes and Standards Refresher, including NEC – 2 hours

Egress Control and Exit Devices – 2 hours

Egress Control and Exit Devices – 2 hours

Electronic Theory Refresher – 3 hours

Incident Reports for Security Professionals – 1 hour

Managing Projects Effectively – 3 hours

Math Refresher - 3 hours

Physical Science and Security Professionals – 1 hour

Power and Electricity - 6 hours

Power and Electricity with National Electrical Code - 7 hours

Practical Sensor Applications - 2 hours

Life Safety and Building Codes - 10 hours

CEUS
Convenient Professional Development

WORKPLACE ESSENTIALS

Basics of Customer Service – 3 hours

Civility in the Workplace – 1 hour

Conflict Resolution – 2 hours

Creative Problem Solving – 1 hour

Cyber Threat Preparedness – 4 hours

Ethical Client Relations – 1 hour

Goal Setting and Getting Things Done – 1 hour

Handling a Difficult Customer – 1 hour

Time Management – 1 hour

Workplace Diversity – 1 hour

Workplace Harassment – 1 hour

Workplace Violence – 1 hour

NETWORKING

Fundamentals of Networking – 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

Residential Networking Basics – 4 hours

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

COURSES.ESAWEB.ORG

SERVICE

Basic Circuit Troubleshooting & Testing – 2 hours

Home Theater Demystified – 4 hours

Introduction to the Digital Home – 4 hours

Maintenance & Inspection Processes to Avoid Trouble – 1 hour

Troubleshooting Surveillance Video Systems – 1 hour

Troubleshooting Communications and Notification Devices – 1 hour

Troubleshooting Fire Alarm Devices – 1 hour

Troubleshooting Intrusion Alarm Devices – 1 hour

Troubleshooting Panels and Power Supplies – 1 hour

Troubleshooting Using Test Equipment – 2 hours

Troubleshooting, Service and Maintenance CEU Series – 6 hours

SALES

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 Systems Effectively – 4 hours

Selling Commercial Video Surveillance Systems – 1 hour

Selling Integrated Systems – 1 hour

SAFETY

Incident Reports for Security Professionals – 1 hour

Job Safety and False Alarm Reduction – 2 hours

Job Safety Reminders – 1 hour

OSHA (Construction) – 10 hours

OSHA (Construction) – 30 hours

Safety Practices– 3 hours

Scaffolding, Lifts and Fall Protection– 1 hour

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 Systems for Sales Agents – 11 hours

Video Transmission Media – 1 hour

TECH COURSES

CATI

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

Fire Alarm System Introduction

Codes and Standards

Fire Alarm System Fundamentals

Operation of Initiating Devices and IDC Circuits

Initiating Devices - Spacing and Location

Emergency Control Functions

Notification Appliances and Circuits

Communication & Reporting

Testing, Inspecting, and Maintenance

Household Systems*

Fire Alarm System Documentation

NEC Fire Alarm Wiring Methods

Carbon Monoxide Detection

Emerging Technologies

🔊 **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

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 & 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

Build solid technical knowledge in this fast-growing category

This 14-hour course, followed by a two-hour examination, allows students to acquire the knowledge needed to successfully design and install a basic video surveillance system. The course includes two extensive exercises that culminate in an actual system design based on a given customer's specifications and building plans.

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	Communication Methods
Control Panels	Wiring
Power Requirements	Testing and Cleaning
Notification Appliances	Documentation
Initiating Devices	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 fourteen-hour course, followed by a 2-hour examination, provides specific training for attendees to develop an installation plan based on field conditions and project requirements. The course will provide information needed to prepare commercial fire alarm system plans and submittal documents. Plans should be developed by persons experienced in the proper design, application, installation, and testing of commercial fire alarm systems. Therefore, the primary focus of this course is to provide 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.

Whether preparing plans for a factory's monitored suppression system with seemingly minimal requirements or designing a voice evacuation system for a movie theater complex, attention to detail, adherence to requisite code requirements, as well as a comprehensive inclusion of all required documentation, will be 'job one.' Doing so will provide a system design which, when properly installed and maintained, will afford the best life safety for the occupants of that building. Well prepared plans, including the proper forms and paperwork, will set the ball in motion for a system that can be operated and maintained for years to come.

Subject Areas

The Industry

Fire Alarm Installation Review

Overview of Project Management Concepts

Determine Detection Criteria

Additional System Design Requirements

Owner's Design Criteria

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

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

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	Hotel & Motel Occupancies
Egress Control	Health Care Occupancies
Assembly Occupancies	LSC Other Occupancies
Education Occupancies	LSC to IBC Comparisons
Day-Care Occupancies	

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

NON-TECH COURSES

SSE

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

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

Alarm Systems

Fire System Devices

Security Devices

Communications

Managing Alarms

Needs Assessment

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CEU Hourly Bundles	Cost Per Hour	Package Price	
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400 CEU Hrs	$14	$5,600	SAVE $4,400
500 CEU Hrs	$13	$6,500	SAVE $6,000
1000 CEU Hrs	$11.75	$11,750	SAVE $13,250
2500 CEU Hrs	$10.00	$25,000	SAVE $37,500
5000 CEU Hrs	$7.50	$37,500	SAVE $87,500

*Package savings vs the regular member rate of $25 per hour.

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MANAGEMENT TRACK

Raising RMR Rates Without Customer Attrition

Visionary Insights: How and Why Video Monitoring Can Supercharge Your RMR

Mastering the Art of Value: Acquisition Intelligence & Enterprise Valuation

Revolutionizing Security: Unveiling the Power of AI and Machine Learning Integration

Beyond Fire Alarm Monitoring: The Power of Inspections and Maintenance RMR

Mastering Talent Retention through Compensation Benchmarking and Rewarding Excellence

Empowering Your Workforce to Create Loyal Customers

From Life Safety to Lifestyle: Transformative Industry Strategies

RMR Reporting Decoded: Lenders Standards and Expectations

MONITORING TRACK

Emerging Technologies in Alarm Monitoring: Trends and Innovation

Verified Alarm Systems: Strengthening Response Through Enhanced Verification

Elevating Customer Experience through Alarm Monitoring

Cybersecurity Resilience for Security Professionals: Threats and Solutions

OPERATIONS TRACK

Benchmarking Operational KPIs: Identify. Implement. Track

Dispatch Excellence: The Key to Minimizing Truck Rolls and Maximizing Service Efficiency

Video Surveillance and Monitoring in the Age of Intelligent Security

Cybersecurity Readiness: Preparing for the Inevitable

Winning the Technician Talent Race: Hiring Right in a Competitive Market

Project Management Mastery: Installations from Queue to Close

Mastering Inventory Management for Efficiency

Harmonizing Sales and Operations: Maximizing ROI through Collaborative Estimating

SALES TRACK

Unlocking Video Sales that Surge RMR: Strategies, Techniques and Applications

How to Boost Revenue without Adding Customers

Maximizing Recurring Revenue (RMR) with Fire Alarm Systems

Beyond Price: Roleplaying Value-Driven Sales Strategies *Interactive*

Optimizing Your Sales Teams Part 1: Performance Metrics, Commission Models and Repeatable Processes

Optimizing Your Sales Teams Part 2: Hiring Your Next Successful Salesperson: Essential Skills and Traits Enhancing the Sales Process to Close Faster and Maximize RMR

Unique Sales Strategies for the Top 5 Commercial Verticals

Elevating Security and RMR With Cloud-Based Access Control