



NTS REGISTRATION

“Certified Alarm/Security Technician- Level I”

This certification is required for all technicians in the city of Milwaukee
Wednesday-Friday, February 6-8, 2013 • 8AM – 5PM
ADI Training Room, 13100 W. Lisbon Rd., Ste 300, Brookfield, WI

(ATTENDANCE REQUIRED AT ALL SESSIONS)

Limited Space Available...Register Early

WIESA Members.... \$ 395 Non-Members.... \$ 495

If registering after 01/22/13, add a \$10 late registration fee.

The core technical training and certification program for the electronic security industry: This 22 hour foundational course is so essential dozens of states and localities insist on it as a prerequisite for performing security integration work. The course is targeted to technicians, service personnel, installation personnel, sales staff and business owners to prepare to plan for, and initiate a successful installation. The course concludes with a two-hour examination. (CEU# NTS-0001)

SUBJECT AREAS:

- Introduction
- Electricity
- Fire systems
- Communications
- Wiring methods
- Client relations
- The industry
- Alarm Systems
- Notification devices
- Related systems
- Quality & planning
- Job safety
- Standards
- Perimeter sensors
- Power supplies
- CCTV
- Tools
- Alarm management
- Interior sensors
- Control Panels
- Access control
- Troubleshooting

Use one registration form for each person. Copy this form as needed.

Name _____

Company _____

Address _____

City _____ ST _____ Zip _____

Work Phone _____ Fax _____

E-mail _____

Member of _____ (ESA CHAPTER IF NOT WIESA)

My check, to WIESA for total number of registrants is enclosed. (Send with registration to: Wisconsin Electronic Association, P.O. Box 11657, Shorewood, WI 53211)

Please Invoice (Must be a current paid WIESA or ESA Chapter member in good standing).

PAY BY CREDIT CARD	MC <input type="checkbox"/>	VISA <input type="checkbox"/>	AMX <input type="checkbox"/>
Card Number	Exp	Security Code	
Name on Card			
Address on Card			
City	State	Zip	
SIGNATURE			

Fax invoice request or Credit Card Info to 877.572.4713 or Email to information@wiesa.org. Questions Phone 414.459.3260

In compliance with the Americans with Disabilities Act, WIESA will accommodate special needs students through the following procedure. If a student has a special need, it must be documented in writing from the student’s doctor or other qualified professional. This written documentation must accompany the class registration form. WIESA class cancellation policy: A refund minus a twenty dollar (\$20.00) processing charge will be given when a cancellation notice is given 72 hours or more prior to the start of the class either through phone, fax or e-mail. Invoiced but not paid, ‘No Shows’, will also be billed. If WIESA is not notified of a cancellation there is no refund. A full refund will be given if the WIESA cancels the class.



NTS REGISTRATION

“Advanced Intrusion Systems”

This course is required for all technicians in the City of Milwaukee

Thursday-Friday, March 7-8, 2013 • 8AM – 5PM

ADI Training Room, 13100 W Lisbon Rd., Ste 300, Brookfield

(ATTENDANCE REQUIRED AT ALL SESSIONS)

Limited Space Available...Register Early

WIESA Members...\$ 395 Non-Members ...\$ 495

If registering after 02/19/13 please add a \$10 late registration fee.

This course is an advanced look at design and installation of intrusion systems. Students learn how to select and apply proper detectors, control panels and communication devices in a variety of intrusion system applications. The course provides instruction on basic electronics and how it pertains to system design, component selection and troubleshooting. The course includes information on system testing and commissioning, as well as project management. It concludes with a two-hour examination. (CEU# NT-0002)

SUBJECT AREAS:

- Practical application of electronics
- System inputs and outputs
- Communications
- Practical application of controls
- Advanced systems and devices
- Testing and commissioning
- System power
- Practical sensor application
- Project management

Use one registration form for each person. Copy this form as needed.

Name _____

Company _____

Address _____

City _____ ST _____ Zip _____

Work Phone _____ Fax _____

E-mail _____

Member of _____ (ESA CHAPTER IF NOT WIESA)

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Address on Card					
City		State	Zip		
SIGNATURE					

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NTS REGISTRATION

“Fire Alarm Installation Methods Certification”

This course is required for all technicians in the City of Milwaukee

Thursday-Friday, April 18-19, 2013 • 8AM – 5PM

ADI Training Room, 13100 W Lisbon Rd, Ste 300, Brookfield

(ATTENDANCE REQUIRED AT ALL SESSIONS)

Limited Space Available...Register Early

WIESA Members.... \$ 395 Non-Members.... \$ 495 Fire/Municipal Inspectors...\$ 150

If registering after 04/04/2013, add a \$10 late registration fee.

This 14-hour course is ideal for individuals seeking to expand their knowledge of the installation, service and maintenance of fire alarm systems. It provides the necessary review material to prepare for NICET level 1 and 2 examinations. This course follows the structure of NFPA 72 and is based on the 2010 edition of NFPA 72 and the 2008 NFPA 70. This course concludes with a two-hour examination.

(CEU# NT -0003)

SUBJECT AREAS:

- Introduction
- Protected premises fire alarm systems
- Notification
- National electrical code
- Fundamentals of fire alarm systems
- Supervising stations
- Inspection, testing and maintenance
- Review
- Household fire warning equipment
- Initiating devices
- Plans and specifications
- Testing information and evaluations

Use one registration form for each person. Copy this form as needed.

Name _____

Company _____

Address _____

City _____ ST _____ Zip _____

Work Phone _____ Fax _____

E-mail _____

Member of _____ (ESA CHAPTER IF NOT WIESA)

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**NTS REGISTRATION
“SECURITY SALES ESSENTIALS”**

INTERACTIVE PRESENTATION OF THE COMPLETE SALES CYCLE OFFERING NEW OR VETERAN SALES PERSONNEL THE INSIGHTS NECESSARY TO CONVERT SALES PROSPECTS INTO CUSTOMERS

Thursday-Friday, May 16-17 2013 • 8AM – 5PM

ADI Training Room, 13100 W Lisbon Rd, Ste 300, Brookfield

(ATTENDANCE REQUIRED AT ALL SESSIONS)

Limited Space Available...Register Early

WIESA Members.... \$ 395 Non-Members.... \$ 495

If registering after 05/02/2013, add a \$10 late registration fee. Priority or overnight shipping fees will be charged to the customer

Using visual aids, role playing, a student manual and open classroom discussions, this fast-paced program covers an in-depth sales action plan for success in commercial, industrial and residential sales. The course provides students with an understanding of how to sell electronic security and alarm systems including a review of the sales process. Special attention is offered the second day covering the unique issues involved with commercial intrusion, fire alarms, access control and video surveillance systems. Real world examples which highlight the opportunities and obstacles students will encounter throughout the sales process are provided. The course concludes with a two-hour examination. (NTS 1.4 CEUs)

SUBJECT AREAS:

- Intro and overview of the sales process
- Prospecting
- Approach
- Identifying needs
- Presenting the solution
- Closing
- Introduction to commercial sales
- Selling commercial intrusion
- Selling commercial fire
- Selling commercial access control
- Selling commercial video
- Selling commercial integrated systems

Use one registration form for each person. Copy this form as needed.

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E-mail _____

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NTS REGISTRATION

“Certified Alarm/Security Technician- Level I”

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Wednesday-Friday, September 11-13, 2013 • 8AM – 5PM

Fox Valley Technical College, 1825 N Bluemound Dr, Appleton, WI Room C165-Door 14

(ATTENDANCE REQUIRED AT ALL SESSIONS)

Limited Space Available...Register Early

WIESA Members.... \$ 395 Non-Members.... \$ 495

If registering after 08/29/13, add a \$10 late registration fee. Priority or overnight shipping fees will be charged to the customer

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