WHAT'S NEW?

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

5 New in 2019
9 Planning & Registering for Training
10 Certification & Training Paths
14 Maintaining Certifications
15 Money Saving Bundles
16 CEU Online Courses
21 Courses | Technical
36 Courses | Non-Technical
38 Pricing Incentives

Why NTS?
It's in the Numbers

OVER 65,000 professionals have been trained by ESA's National Training School.
COURSES | Technical
State Specific Courses ................................................................. 19
Certified Alarm Technician Level I .............................................. 21
Advanced Intrusion Systems ......................................................... 23
Electronic Access Control ............................................................. 25
Troubleshooting, Service and Maintenance ............................... 26
Video System Technologies ......................................................... 27
Residential Fire Alarm .................................................................. 28
Fire Alarm Installation Methods ................................................... 29
Professional Fire Alarm Design .................................................... 31
Life Safety Code .......................................................................... 33
International Building Code ......................................................... 35

COURSES | Non-Technical
Security Sales Essentials ............................................................... 36
Understanding Electronic Security Systems ................................... 37

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

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

Advertisers
Altronix ................................................. 22
Anixter .................................................. 18
Axis Communications .................................. 8
Security America RPG .............................. 24
ESX ..................................................... 30
Honeywell ............................................ 6
Interlogix .............................................. 4
ESA Membership ..................................... 34
Telguard ............................................... 20

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

TruVision® Navigator brings it all together.

Intuitive and powerful, TruVision Navigator combines Interlogix commercial offerings—video, access control, intrusion and networking—into a unified security solution. Ideal for small- to mid-size applications, TruVision Navigator provides powerful centralized and remote management capabilities. It’s an ideal way to manage the entire Interlogix-based security system, easily and effectively.

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

The Advantages of Virtual Classroom Training:

- **Interact & Engage**: Through high-quality video of all participants and instructor.
- **Watch Live**: Training presentation slides and take practice quizzes/exams.
- **Learn**: And hone your craft from your own personal workspace.

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

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

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

Together, we’re bringing even more innovation to the heart of the home. More responsive, more comfortable, more secure. A renewed focus, with the same Honeywell Home reliability.

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

Honeywell Home from Resideo

www.resideo.com

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

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

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

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

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

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

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

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

Stay tuned to www.ESAweb.org/NTS for release dates.
Get a powerful advantage in the fast-moving market of security 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.

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

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

Search all courses by:

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

**Location:** What type of training is required and what NTS courses are available and approved in your state?
NTS CERTIFICATIONS & TRAINING PATHS

SECURITY

Certified Alarm Technician Level 1

Certified Alarm Technician (CAT) Level I

CAT Level I Certification

Advanced Intrusion Systems

Fundamentals of Networking

24 months field experience

CAT Level I Certification

Advanced Intrusion Systems

Fire Alarm Installation Methods

CAT Level I Certification

Advanced Intrusion Systems

Fire Alarm Installation Methods

CAT Level I Certification

Fire Alarm Installation Methods

Electronic Access Control

CAT Level I Certification

Electronic Access Control

Video System Technologies

Life Safety Code

CAT Level I Certification

Video System Technologies

Fundamentals of Networking

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

**Certifications are granted for a period of 24 months.**

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

- **Certified Intrusion Technician (CIT) Level II**
  - 24 months field experience

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

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

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

- **Certified Video Technician (CVT)**
  - 36 months field experience

- **International Building Code**

- **Fundamentals of Networking**

- **Certified Security Systems Integrator (CSSI)**

REGISTER BY VISITING ESAWEB.ORG/NTS OR CALL 888-447-1689 x6831
NTS CERTIFICATIONS & TRAINING PATHS

**FIRE**

- Residential Fire Alarm Inspector (CRFAI)
- Certified Alarm Technician (CAT) Level I
- CAT Level I Certification
- Fire Alarm Installation Methods
- Life Safety Code
- Professional Fire Alarm Design
- CFAT Certification
- 60 months field experience
- Pass CFAD Exam

**NEW!**

- Certified Security Salesperson (CSS)
- CAT Level I Certification
- Understanding Electronic Security Systems
- Security Sales Essentials
Certified Fire Alarm Designer (CFAD) Level III Fire

Certified Fire Alarm Technician (CFAT) Level II Fire

24 months field experience

MORE THAN 40K

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

Why Earn ESA/NTS Certifications?

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

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

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

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

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

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

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

- ESA/NTS courses
- Training Sessions, Educational Workshops or Seminars
- College/University/Trade School courses
- Industry Related Expos
- Online/Distance Learning courses
- Job Safety Training
- Teaching NTS Courses
- ESA/NTS Course and Program Development
- Active Committee Task Force Service
- Electronic Life Safety and Security Industry Certifications

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

If certification was lapsed for less than 24 months, individuals will be required to submit 24 CEUs (or 24 classroom hours), pay the late fee plus the renewal fee for the lapsed renewal cycle.
When you purchase a certification bundle you will automatically be registered in all of the courses included in the bundle.

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

**Certification Bundles***

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

<table>
<thead>
<tr>
<th>Certification Bundles</th>
<th>Details</th>
<th>Save</th>
</tr>
</thead>
<tbody>
<tr>
<td>Certified Alarm Technician (CAT)</td>
<td>Level II – 3 courses and proctored exams for $810</td>
<td>save $90</td>
</tr>
<tr>
<td>Certified Fire Alarm Technician Level II (CFAT)</td>
<td>3 courses and proctored exams for $790</td>
<td>save $80</td>
</tr>
<tr>
<td>Certified System Integrator (CSI)</td>
<td>- 4 courses and proctored exams for $1080</td>
<td>save $120</td>
</tr>
<tr>
<td>Certified Security System Integrator (CSSI)</td>
<td>- 5 courses and proctored exams for $1138</td>
<td>save $128</td>
</tr>
<tr>
<td>Certified Fire Alarm Designer (CFAD)</td>
<td>- 4 courses and proctored exams for $1150</td>
<td>save $125</td>
</tr>
</tbody>
</table>

**CEU Bundles***

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

**CHOOSE YOUR BUNDLE**

24/12/8/6/4/3 HR

**SAVE 10%**

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

### CEU COURSES

**ONLINE**

**FIRE**

- Residential Fire Alarm – 7 hours
- Life Safety and Occupancies – 3 hours
- Codes and Standards Refresher, including NEC – 2 hours
- Methods to Reduce False Alarms – 1 hour
- Troubleshooting Fire Alarm Devices – 1 hour
- National Electrical Code as it Applies to Fire Alarm Systems – 1 hour
- Life Safety and Fire Alarm Systems – 1 hour

**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

**INTRUSION**

- Egress Control and Exit Devices – 2 hours
- Codes and Standards Refresher, including NEC – 2 hours
- Math Refresher - 3 hours
- Electronic Theory Refresher – 3 hours
- Basics of Customer Service – 3 hours
- Incident Reports for Security Professionals – 1 hour
- Managing Projects Effectively – 3 hours
- Physical Science and Security Professionals – 1 hour
### SERVICE

<table>
<thead>
<tr>
<th>Course</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Troubleshooting, Service and Maintenance CEU Series</td>
<td>6</td>
</tr>
<tr>
<td>Introduction to the Digital Home</td>
<td>4</td>
</tr>
<tr>
<td>Home Theater Demystified</td>
<td>4</td>
</tr>
<tr>
<td>Troubleshooting Using Test Equipment</td>
<td>2</td>
</tr>
<tr>
<td>Basic Circuit Troubleshooting and Testing</td>
<td>2</td>
</tr>
<tr>
<td>Troubleshooting Panels and Power Supplies</td>
<td>1</td>
</tr>
<tr>
<td>Troubleshooting Intrusion Alarm Devices</td>
<td>1</td>
</tr>
<tr>
<td>Troubleshooting Fire Alarm Devices</td>
<td>1</td>
</tr>
<tr>
<td>Troubleshooting Communications and Notification Devices</td>
<td>1</td>
</tr>
<tr>
<td>Troubleshooting Closed Circuit Video Systems</td>
<td>1</td>
</tr>
<tr>
<td>Maintenance &amp; Inspection Processes to Avoid Trouble</td>
<td>1</td>
</tr>
</tbody>
</table>

### SALES

<table>
<thead>
<tr>
<th>Course</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Selling Commercial Systems Effectively</td>
<td>4</td>
</tr>
<tr>
<td>Approaching a New Client - Laying the Groundwork</td>
<td>1</td>
</tr>
<tr>
<td>Asking the Right Questions to Identify your Client's Needs</td>
<td>1</td>
</tr>
<tr>
<td>Closing Techniques to Effectively Close the Deal</td>
<td>1</td>
</tr>
<tr>
<td>How to Present the Best Solution for your Client's Needs</td>
<td>1</td>
</tr>
<tr>
<td>Introduction to Commercial Sales</td>
<td>1</td>
</tr>
<tr>
<td>Prospecting for Potential Clients</td>
<td>1</td>
</tr>
<tr>
<td>Selling Commercial Access Control Systems</td>
<td>1</td>
</tr>
<tr>
<td>Selling Commercial Fire Alarm Systems</td>
<td>1</td>
</tr>
<tr>
<td>Selling Commercial Intrusion Systems</td>
<td>1</td>
</tr>
<tr>
<td>Selling Commercial Video Surveillance Systems</td>
<td>1</td>
</tr>
<tr>
<td>Selling Integrated Systems</td>
<td>1</td>
</tr>
</tbody>
</table>

### SAFETY

<table>
<thead>
<tr>
<th>Course</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Job Safety and False Alarm Reduction</td>
<td>2</td>
</tr>
<tr>
<td>Job Safety Reminders</td>
<td>1</td>
</tr>
</tbody>
</table>

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

COURSES.ESAWEB.ORG
Complete Security Solutions from First Call to Last Shipment

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

For more information, visit anixter.com/security.
We have developed the following custom solutions to help those residing in states that have very specific and targeted training requirements.

**Texas**
- **Texas 18 hour Alarm Level I**
- **8 hour CEU Bundle for Installers**
- **8 hour CEU Bundle for Sales personnel**
- **Certified Alarm Technician Level I meets Level I training requirement for installers**
- **Texas Residential Fire Alarm/Certified Residential Fire Alarm Inspector Certification (TX-CRFAI) is approved for the RAL license.**
- **Certified Fire Alarm Technician (CFAT) Level II is approved for the FAL license**
- **The CRFAI plus CFAT is approved for the RAS license**
- **Certified Fire Alarm Designer Level III is approved for the APS license**
  (DPS/PSB Training School License # Y00111 & TX SFMO License # FAS-1854887)

**Oklahoma**
- The Electronic Security Association is an approved Examination Entity for Alarm licensure by the Oklahoma Department of Labor. The following exams are approved:
  - **OK Certified Alarm Technician Level I exam** meets the requirements for the OK Residential Burglar/Residential Fire Technician/Salesperson exam.
  - **Fire Alarm Installation Methods exam** meet the requirements for the OK Commercial Fire Technician/Salesperson exam.
  - **OK Electronic Access Control exam** meets the requirements for the OK Electronic Access Control Technician/Salesperson exam.
  - **OK Video Systems Technologies exam** meets the requirements for the OK Closed Circuit Television (CCTV) Technician/Salesperson exam.

**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)

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

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

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

Courses.ESAweb.org/search-by-state.html
Telguard and HomeControl Flex™ give you the tools you need to exceed your customer’s expectations. HomeControl Flex allows you to meet the growing demand for interactive services, and with Telguard’s dealer-first approach, you save on support costs. End users integrate their lives for free with IFTTT, and you watch your RMR climb.

Using a free mobile app and the FlexHub™ Z-Wave controller, Telguard alarm communicators mesh seamlessly with today’s smart homes. Combined with optional wire-free HD cameras from Arlo and Amazon Alexa integration, Telguard takeovers are comprehensive. So go ahead, flex your independence and take over with Telguard today.
CERTIFIED ALARM TECHNICIAN
LEVEL I (CAT LEVEL I)

CLASSROOM AND ONLINE

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

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

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

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

- Plan for and initiate a successful installation, while being able to tailor it to commercial or residential applications
- Act responsibly and safely while on the job
- Communicate effectively with customers and others in the industry
- Understand the importance of codes and standards and how to locate and apply them
- Define basic installation procedures and compare the underlying technology behind the various security system tools and equipment
- A building block for more advanced and specialized training that can lead to enhanced profits and increased compensation for the student/credential holder

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

Up to 24 CEUs

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

REGISTER BY VISITING ESAWEB.ORG/NTS OR CALL 888-447-1689 x6831

Recently Updated & AVAILABLE in Spanish!
TROVE STREAMLINES ACCESS CONTROL DESIGN AND DEPLOYMENT, INCREASING PROFITS AND ROI.

WINNING POWER COMBINATIONS – ENHANCING YOUR CUSTOMER’S SECURITY.

ALTRONIX PACKS A 1-2 PUNCH!

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

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

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

- Select and apply sensors, control panels and communication devices to provide effective intrusion detection
- Take technical knowledge and skills in intrusion detection to the next level, qualifying students for valuable advanced credentials

**Who Should Attend?**

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

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

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

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

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

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

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

- Understand the concepts behind electronic access control systems including equipment and techniques
- Create a hands-on access control system design based on customer specifications and building plans

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

Who Should Attend?

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

SUBJECT AREAS

- Preparation
- Test equipment
- Basic circuit troubleshooting
- Panels and power supplies
- Intrusion and fire alarm devices
- Communication and notification
- CCTV
- Electronic access control
- Maintenance and inspections

Up to 16 CEUs
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

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

SUBJECT AREAS

Camera and Lens Considerations
Transmission Media
Network Basics
Monitors
Power
Auxiliary Equipment
System Design
Recording
Commissioning
Troubleshooting Analog and Digital

Up to 16 CEUs

Recently Updated!
RESIDENTIAL FIRE ALARM (RFA)

CLASSROOM AND ONLINE

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

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

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

- Design, install, and maintain residential fire alarm systems that comply with NFPA 72, NFPA 101, NFPA 70, and International Residential Code (IRC)
- Expand their business services to include residential fire alarm systems
- Offer current and prospective customers the code-required system test and inspection services included in today’s fire alarm codes

Who Should Attend?

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

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

SUBJECT AREAS

Codes and standards
Control panels
Power requirements
Notification appliances
Initiating devices
Communication methods
Wiring
Testing and cleaning
Documentation
Client relations

Up to 8 CEUs
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

Who Should Attend?

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

SUBJECT AREAS

- Fire alarm system introduction
- Codes and standards
  - Fire system fundamentals
- Initiating device operation
- Initiating device spacing and location
- Emergency control functions
- Notification appliances and circuits
- Communication and reporting
- Testing & inspecting
- Household systems
- Documentation
- Wiring
- CO detection
- Emerging technologies

Up to 16 CEUs

Recently Updated!

REGISTER BY VISITING ESAWEB.ORG/NTS OR CALL 888-447-1689 x6831
“Lots of great time with people who I don’t always get time to speak with at more hectic expos.”

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

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

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

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

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

- Design a system affording the best life safety for a building’s occupants based on codes and standards
- Prepare plan submittal documents required by regulatory groups

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

Who Should Attend?

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

Up to 16 CEUs

 REGISTER BY VISITING ESAWEB.ORG/NTS OR CALL 888-447-1689 x6831
ESA's National Training School (NTS) is the leading provider of classroom and online courses, as well as certifications, for the evolving electronic security and life safety industry.

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

Not All Training is Created Equal.

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

COURSES.ESAWEB.ORG
Gain critical knowledge of common occupancy class code requirements

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

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

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

- Design, install and maintain fire alarm and electronic access control systems that comply with NFPA 101 Life Safety Code
- Identifying niche business opportunities based on the most common occupancy classes, creating new revenue-generating services and opportunities
- Understanding the similarities and differences between the IBC, IFC and NFPA 101 Life Safety Code making it easier to understand what requirements apply based on the adopted code in your local jurisdictions

Who Should Attend?
Technical staff, sales personnel, business owners, fire service and code officials

Up to 8 CEUs
Gain proficiency in installation requirements for various occupancy classes

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

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

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

- Design, install and maintain fire alarm and electronic access control systems that comply with both IBC and IFC
- Identify niche business opportunities based on the most common occupancy classes, creating new revenue-generating services and opportunities
- Understand the similarities and differences between the IBC, IFC and NFPA 101 Life Safety Code making it easier to understand what requirements apply based on the adopted code in your local jurisdictions

Who Should Attend?

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

Who Should Attend?
Sales personnel, customer service personnel, technical staff and business owners

SUBJECT AREAS

Overview of the security sales cycle
Prospecting
Problem identification
Solution – presentation
Closing – the transaction stage
Handling objections
Strategies for selling in the digital age
How to cross sell
Consultative selling
Customer advocacy
Managing customer relationships

Up to 16 CEUs
Gain an understanding of the electronic life safety and security industry

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

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

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

- Know the basics of the electronic life safety and security industry
- Be aware of the importance of false alarm prevention

Who Should Attend?

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

SUBJECT AREAS

- Fire alarm system devices
- Security devices
- Control panels
- Communications
- Managing alarms
- Needs assessment

Up to 8 CEUs
Team training can mean BIG SAVINGS.

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

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

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

CEU Bundled Packages
For your employees that need CEUs to renew their license or maintain their certification, we offer CEU Hourly Bundled Packages. With a CEU Hourly Bundle Package you can purchase CEU hours in bulk; savings begin by purchasing a package of 200 or more hours.
LEADERSHIP SUMMIT 2019
JAN 28-31, 2019
AUSTIN, TEXAS

AIREF GOLF CLASSIC
APR 9, 2019
LAS VEGAS

ESX
JUNE 3-6, 2019
INDIANAPOLIS
#PASSIONATESECURITY