

Certified Alarm Technician Training Programs

The National Training School (NTS) is the definitive training source for security professionals, providing the knowledge necessary to complete installations accurately and efficiently and prepare technicians for licensing. NTS is sponsored by the Electronic Security Association (ESA), and represented in New York by the New York State Electronic Security Association.

Benefits of Attending

- NTS graduates are more confident in their abilities. They perform better installations, and are more professional in dealing with customers.
- Companies with NTS certified employees gain a distinct marketing edge over competitors. They tell prospects, "Our installers are experts. They are certified by the National Training School." Certificates and patches give consumers confidence.
- NTS helps security professionals stay up-to-date on the latest trends and issues in the security business. Customers note your expertise as your installations improve.
- NTS helps to raise the image and professionalism of the entire industry.
- Companies that send employees to NTS attract the best workers – those interested in being top-notch security professionals!
- Security professionals who attend NTS classes receive course material as a reference to use during and after the course.

Having trained over 45,000 individuals since it's founding in 1985, clearly shows why ESA NTS is referred to as the "Definitive Training Source in the Electronic Life Safety and Security Industry"...

New York State Electronic Security Association
1971 Western Ave—PMB#1105
Albany, NY 12203

Security Sales Essentials Course

2016
Course Schedule

Sponsored by:



NYSESA Security Sales Essential Course - 2016 Registration Form

In 14 hours of intensive instructions, this program provides the student with an understanding of how to sell electronic life safety and security systems including an in-depth review of the sales process.

The program provides a modular approach to the covered material with the first day of the program focusing on explaining basic sales methods and processes using residential systems in each areas example, while the second day expands upon the first day's material presenting advanced sales methods with commercial themed examples and exercises.

Please check which course you are registering to attend

Elmsford - May 11-12

Rochester - June 7-8

PRE-REGISTRATION IS REQUIRED...

Each program chapter concludes with an interactive exercise and an opportunity for student interaction and questions.

The Course of Study Includes:

Day 1 - Introduction and Overview, Prospecting, Approach, Identifying Needs , Presenting Solutions, and Closing & Handling Objections

Day 2— Introduction to Commercial Sales, Selling Commercial Intrusion Systems , Selling Commercial Fire Alarms, Selling Commercial Access Control, Selling Commercial Video Surveillance, Selling Commercial Integrated Systems

GENERAL COURSE INFORMATION

Courses begin at 8:30am and conclude at 5:00pm. Students are responsible for their own meals and lodging.

Course confirmations with course location will be sent to all pre-registered students ONE week prior to the start of the course. WALK-IN REGISTRATIONS ARE NOT ACCEPTED...

Cancellation Policy: Written cancellation at least 10 days prior to first day of course – 100% of course fee refunded. Written cancellation less than 10 days prior to first day of course – receive credit of 50% of paid fees towards future course taken within the next 6 months.

Special Accommodations: Please contact the NYSESA State Office a minimum of 10 days prior to the beginning of the course if you require special accommodations for a disability.

Tax Deductible: The IRS permits income tax credits for expenses – such as registration fees, cost of travel, meals and lodging incurred to maintain or improve required job skills.

	# OF COURSES <i>(from above)</i>	NYSESA MEMBER PRICE	NON - MEMBER PRICE	TOTAL COURSE FEE(S)
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Registering more than ONE student - attach a list of student names / courses attending / exam format choice.

COURSE FEES: (per class) COMPUTER BASED EXAM - Students must bring a laptop or tablet and provide a unique email address to take a CBE.		\$395	\$595	
COURSE FEES: (per class) PAPER BASED EXAM - Students will receive the exam results approx. three weeks after course conclusion.		\$425	\$625	
TOTAL COURSE REGISTRATION FEE(S) =				

Company: _____

Contact: _____ Student Name: _____

Email: _____ Student Email: _____

Address: _____

City: _____ St: _____ Zip: _____

Phone: _____ Fax: _____

Payment Type: Check () Master Card () Visa () Amex ()

Credit Card #: _____

Expiration: _____ Security Code: _____

Signature: _____

Mail Payment (with completed form) to: NYSESA - 1971 Western Avenue - PMB 1105 - Albany, NY 12203

(800) 556-9232 (NY) or (814) 838-0301 (Outside NY) www.NYSESA.org

Credit Card Payments may be faxed to - (814) 838-5127