

Back Flow Prevention

- Backflow Prevention in Irrigation Systems  
- Winterizing an Irrigation System  

Business

- ADS - Crew Leader: Managing the Project 
- HindSite Software 
- Customer Focused Sales 
- Preparing the Annual Budget 
- Direct Costs 
- G&A Overhead Costs 
- Calculating Labour Burden  
- Calculating Field Labour Payroll 
- Equipment Costs  
- Equipment Exercises  
- Calculating Daily Rate for Crews  
- Crew Leader: How to Lead and Motivate  
- Crew Leader: Organization, Time and Cost  
- Crew Leader: Planning & Scheduling  
- Local Search: Why? How? What to Expect?  
- Quickbooks Intro for Beginners Part 1 
- Quickbooks Intro for Beginners Part 2 
- The Basics of Excel 
- The Extended Marketing Mix 
- Science of Persuasion

Drainage

- Opportunity & Overview of Drainage 
- Introduction to Landscape Drainage 
- Designing a Landscape Drainage System 
- How to Sell Drainage 
- Bidding & Estimating Drainage 
- Growing Sales of Drainage Products 
- Installing a Landscape Drainage System: Residential 
- Organizing a Profitable Drainage 
- Corrugated Drainage Products 
- Presenting & Selling a Landscape Drainage System 

Drip Irrigation

- Agrifim Drip Irrigation 
- Drip Irrigation Principals, Practices & Products  
- In-Line Drip Irrigation: Planning & Installing  
- Point-Source Drip Irrigation  

Electrical

- Basic Electrical Knowledge & Troubleshooting  
- Use of Wire Tracking & Fault Finding Equipment  
- Troubleshooting & Solving Decoder-Based Irrigation System Problems 
- Regency Wire - Solving Electrical Problems with an Irrigation Valve 
- Proper Wire Splicing for Two Wire Decoder Irrigation Systems 
- Grounding Techniques for Two Decoder Irrigation Systems 

Irrigation

- Proper Solvent Cementing Techniques for PVC Pipe  
- Irrigation Troubleshooting Introduction  
- Rid-O-Rust Products & Applications: Introduction Chemigation 
- Regency Wire - Making Waterproof Splices for Irrigation Systems 
- Troubleshoot a Residential Irrigation System  
- Solving Broken Wire Problems or Adding New Irrigation Zones with Add-A-Zone 
- Design a Residential Irrigation System  
- Install a Residential Irrigation System  
- Present and Sell a Residential Irrigation System  

Landscape Lighting

- Landscape Lighting Opportunity & Overview
- Introduction to Landscape Lighting
- Designing Part 1 - Creating the Design
- Designing Part 2 - Specifying Fixtures & Drawing a Plan
- How to Design Landscape Lighting
- Bidding & Estimating Landscape Lighting
- Presenting & Selling Landscape Lighting
- Selling LED Lighting with Confidence
- Installing
- How to Sell Landscape Lighting

Pumps

- Pump 101 - Intro to Pumps & Total Dynamic Head  
- Selecting and Sizing Irrigation Pumps  