

Security Sale Essentials Course - 2019 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

- () Buffalo - May 8-9
 () Elmsford - May 15-16

PRE-REGISTRATION IS REQUIRED...

The Course of Study Includes:

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

Day 2 – Introduction to Commercial Sales, Selling Commercial Intrusion
 Systems, Commercial Fire Alarm ,Commercial Access Control ,Commercial Video
 Surveillance and 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 accomodations 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 or email to Info@NYSESA.org