



	<b>The Connected World</b> This easy to understand course gives an overview of the Smart Home industry and IoT. Learn the subsystems that make up an integrated building. Understand the phases and stakeholders of an installation project. Examine ongoing trends and future technologies.	4 hours	\$99	<i>recommended for</i> EVERYONE
	<b>Fundamentals for Electronic Systems Technicians</b> Lays a solid foundation for technicians and others - construction methods, structured wiring, electrical basics, job site safety, tools, and industry standards. Prepare for 21 <sup>st</sup> -Century careers and certifications.	8 hours	\$149	<i>recommended for</i> TECHNICIANS <i>new hires or review</i>
	<b>Networking 101 for Everyone</b> Provides a basic understanding of networking and how networks are an integral part of everyday life. Explains the Internet and IoT, along with IP addresses, connectivity, devices, and network concepts.	2 hours	\$79	<i>recommended for</i> EVERYONE
	<b>Multi-Room Audio Technology and Distribution</b> Covers principles of sound reproduction, amplification, components, sources, multi-room distribution, speakers, placement, and control options. Gain an overview of design, installation, and troubleshooting procedures.	6 hours	\$149	<i>recommended for</i> TECHNICIANS SALESPEOPLE
	<b>Home Theater Technologies Explained</b> Create the best viewing experience with knowledge of video aspect ratios, resolution, video/audio signals and formats, cables and connections, speakers, displays, projectors, screens, receivers, and amplifiers.	4 hours	\$99	<i>recommended for</i> TECHNICIANS SALESPEOPLE
	<b>Residential Lighting Control</b> Provides a solid foundation from lighting fixtures and lamp types, to wiring, switching, dimming, programming, and control. Covers both wired and wireless lighting control technologies, systems, and implementation.	8 hours	\$149	<i>recommended for</i> TECHNICIANS SALESPEOPLE
	<b>Security and Access Control</b> Covers detection and protection systems, both wired and wireless, including components, cabling, contacts, sensors, fire protection, access control methods, installation, programming and troubleshooting.	8 hours	\$149	<i>recommended for</i> TECHNICIANS SALESPEOPLE
	<b>Project Management for Residential Installation</b> Improve performance from sales through design, installation, training, documentation, and follow-up with procedures, forms, and documents to get organized, streamline processes, and increase profit.	6 hours	\$249	<i>recommended for</i> MANAGEMENT, OPS, LEAD TECHS
	<b>Customer Service and Upselling Skills</b> Focus on enhancing communication skills to empower technicians and others to portray a professional image. Develop skills to solidify a happy loyal customer, upsell more effectively, and increase revenue.	2 hours	\$89	<i>recommended for</i> EVERYONE
	<b>Make More Money with Referrals</b> Capitalize on the opportunities current relationships bring you and produce the highest results with the least amount of effort. Learn three steps to easy referrals and progressive techniques to create your own referral program.	2 hours	\$89	<i>recommended for</i> SALESPEOPLE
	<b>Alliances: How to Get Leads Handed to You</b> Learn how to reach out across industries and build alliances to produce the revenue you deserve. Follow step-by-step processes to establish a network of individuals who willingly send leads your way.	2 hours	\$89	<i>recommended for</i> SALESPEOPLE
	<b>Cold Calling: Book Appointments &amp; Increase Sales</b> Set yourself up for success and strengthen your resilience when cold calling. Learn step-by-step processes to ensure confidence in the field and on the phone. Target customers, create appointments, and increase sales TODAY.	2 hours	\$89	<i>recommended for</i> SALESPEOPLE

**Online Assessment Tests** — *Want to know if someone has the knowledge on the latest technologies in the industry?*



Here's the answer: with a small investment, gain a big return before hiring a new technician. From the fundamentals every technician should have, to the hottest topic today: networking, to the latest in multi-room music and home theater – these tests will challenge any technician and confirm they are up-to-date in these technologies.

- **Installation** Get the results immediately upon completion of the online test.
- **Home Networking** 1-Hour Online Assessment Tests **\$19 each**
- **Audio / Video** Bundle of Three Tests **\$39**

**Fast Track Bundle** — *Get new hires up to speed quickly!*



- Installation Skills Assessment Test
- The Connected World Online Course
- Fundamentals for Electronic Systems Technicians Online Course
- Customer Service and Upselling Skills Online Course



16 total hours **\$192**

- **ESPA Certified-EST Online Exam Pre-Test**



**BEDROCK**  
Learning

# Online Training Enrollment

Company:

Date:

Student Name and Email Address	Fast Track Bundle	Connected World	Fundamentals: ESTs	Networking 101	Multi-Room Audio	Home Theater	Lighting Control	Security & Access	Project Mgmt.	SELLING SKILLS				TESTS		
										Customer Service	Selling: Referrals	Selling: Alliances	Cold Calling	Installation Test	Networking Test	Audio/Video Test