

BEDROCK Learning Online Training Summary



The Connected Home



An easy-to-understand orientation to the smart home industry, market, and opportunities changing the way we live, work, and play. Learn the capabilities and infrastructure delivering control, connectivity, and services.

recommended for
EVERY EMPLOYEE **4 hours**
\$99

Fundamentals for Electronic Systems Technicians



Lays a solid foundation for technicians and others - construction methods, structured wiring, electrical basics, job site safety, tools, and industry standards. Prepare for 21st-Century careers and certifications.

recommended for
EVERY TECHNICIAN **8 hours**
Great for new hires
\$149
Review for seasoned ones

Home Networking for Technicians



Teaches networking in simple terms anyone can understand with network vocabulary, components, IP addressing, installation, setup, connecting devices, configuration, and security for wired and wireless networks.

recommended for
EVERY EMPLOYEE **8 hours**
Networks are the backbone of everything
\$149

Multi-Room Audio Technology and Distribution



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.

recommended for
TECHNICIANS **6 hours**
and SALESPEOPLE providing Audio
\$149

Home Theater Technologies Explained



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.

recommended for
TECHNICIANS **4 hours**
and SALESPEOPLE providing Home Theater
\$99

Residential Lighting Control



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.

recommended for
TECHNICIANS and SALESPEOPLE providing **8 hours**
Lighting Control
\$149

Security and Access Control



Covers detection and protection systems, both wired and wireless, including components, cabling, contacts, sensors, fire protection, access control methods, installation, programming and troubleshooting.

recommended for
TECHNICIANS and SALESPEOPLE providing **8 hours**
Security & Access Control
\$149

Project Management for Residential Installation



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.

recommended for
ALL MANAGEMENT - Sales, Operations, Admin, and LEAD TECHs **6 hours**
\$249

Customer Service and Upselling Skills



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.

recommended for
EVERY EMPLOYEE **2 hours**
\$89

Make More Money with Referrals



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.

recommended for
ALL SALESPEOPLE **2 hours**
Review for seasoned ones
\$89

Alliances: How to Get Leads Handed to You



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.

recommended for
ALL SALESPEOPLE **2 hours**
Review for seasoned ones
\$89

Cold Calling: Book Appointments and Increase Sales



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.

recommended for
ALL SALESPEOPLE **2 hours**
Review for seasoned ones
\$89

