

SEMINARS CO-SPONSORED BY:

AUTOMATIC FIRE ALARM ASSOCIATION

and

ARIZONA AUTOMATIC FIRE ALARM ASSOCIATION

Jump into Fire (New)

July 12, 2011

Basic Fire Alarm

July 13, 2011

Understanding IBC Fire Alarm Requirements

July 14, 2011

Holiday Inn & Suites Phoenix Airport

3220 South 48th Street

Phoenix, AZ 85040

JUMP INTO FIRE SEMINAR OUTLINE

Don't be afraid to sell fire protection services

- Understand why fire protection is provided

Fire alarm system fundamentals

- Pieces and parts

Jump into Fire!

- Define your market segments

What have you done for me lately?

Other sales opportunities

And much more ...

COURSE DESCRIPTION

This seminar is intended for sales representatives interested in selling fire alarm services.

The seminar includes a review of codes and standards, fire alarm system fundamentals, the sales process, and the importance of using clear contract language. Other sales opportunities are reviewed, including testing and inspection, monitoring, and others.

This seminar is based upon the 2009 edition of the *International Building Code* and the 2010 edition of NFPA 72, *National Fire Alarm and Signaling Code*.

A certificate of attendance good for 7 contact hours of continuing education is included. Participant must attend the entire seminar to receive the credit.

WHO SHOULD ATTEND

- ◆ Sales representatives
- ◆ Project managers

MATERIAL PROVIDED

- ◆ Course book

WHAT DOES IT COST?

AFAA members, their employees, and AHJ's.....	\$219 ea.
3 or more.....	\$197 ea.
Non-members.....	\$269 ea.
3 or more.....	\$242 ea.

Registration fee includes coffee, lunch, and a student workbook/reference manual

Instructor: Michael Baker, SET - AFAA Training Director

BASIC FIRE ALARM SEMINAR OUTLINE

- Fire Alarm System Fundamentals
- Initiating Devices
- Notification Appliances
- NEC Electrical Requirements
- Ohm's Law
- Battery-set Calculation
- Voltage-drop calculations
- Sprinkler system alarm and supervisory service
- Fire Safety Control Functions
- Inspection, Testing, and Maintenance

COURSE OBJECTIVES

Upon completion of this basic fire alarm seminar, participants will be able to apply the proper installation, inspection, and testing methods required by the NFPA 72, *National Fire Alarm Code*.

7 Contact Hours Continuing Education - Participant must attend entire seminar to receive credit.

WHO SHOULD ATTEND

- ◆ Fire and Building Officials
- ◆ Technicians
- ◆ Installers
- ◆ Sales and service personnel

MATERIAL PROVIDED

Student workbook and reference manual

WHAT DOES IT COST?

AFAA members, their employees, and government employees	\$219 ea.
3 or more	\$197 ea.
Non-members	\$269 ea.
3 or more	\$242 ea.

Registration fee includes a student workbook, coffee, and lunch.

Instructor: Michael Baker, SET - AFAA Training Director

UNDERSTANDING IBC FIRE ALARM REQUIREMENTS COURSE CONTENT

- ◆ How to Use Codes and Standards
- ◆ General Building Code Fire Alarm Requirements
- ◆ Specific Fire Requirements by Use Group and Occupant Load
- ◆ Understanding the Organization and Structure of the International Building Code (IBC)
- ◆ Practice Exercises

COURSE OBJECTIVES

Upon completion of this seminar, each participant should be able to determine the fire alarm requirements of the International Building Code by building use group and occupant load.

7 Contact Hours Continuing Education - Participant must attend entire seminar to receive credit.

RECOMMENDED PREREQUISITES

- ◆ Basic knowledge of Building and Fire Code Requirements for Fire Alarms

MATERIAL PROVIDED

- ◆ Student workbook and reference manual

NOTE: You must bring IBC-2006 or order a copy from us

WHAT DOES IT COST?

AFAA members, their employees, all government employees.....	\$219 each
3 or more.....	\$197 each
Non-members.....	\$269 each
3 or more.....	\$242 each

Registration fee includes a student workbook, coffee, and lunch.

Instructor: Michael Baker, SET - AFAA Training Director

Choose the seminar(s) you wish to attend:

Jump into Fire
July 12, 2011 8 am to 4 pm

AFAA members and government employees..... \$219 each
3 or more..... \$197 each
Non-members \$269 each
3 or more..... \$242 each

Basic Fire Alarm
July 13, 2011 8 am to 4 pm

AFAA members and government employees..... \$219 each
3 or more..... \$197 each
Non-members \$269 each
3 or more..... \$242 each

Understanding IBC Fire Alarm
July 14, 2011 8 am to 4 pm

AFAA members and government employees..... \$219 each
3 or more..... \$197 each
Non-members \$269 each
3 or more..... \$242 each

I plan to attend all three seminars - AFAA members & government employees..... \$657 each. 3 or more \$591 each
Non-members..... \$807 each. 3 or more \$726 each

Yes, I want to order a copy of IBC-2006 (\$99 members \$110 non-members)

WHERE:

Holiday Inn & Suites
3220 South 48th Street
Phoenix, AZ 85040
480-543-1700

The registration fee includes coffee, lunch, and course material.

Please make checks payable to:

Automatic Fire Alarm Association
PO Box 1569
Jasper, GA 30143
(678) 454-FIRE (3473)
(678) 454-3474 FAX

You can make a secure payment online at <http://www.afaa.org>.

Full payment is required prior to attending the seminar.



REGISTRATION FORM

Please check one: AFAA member or government employee Non-member

Please type or print:

Organization _____

Street Address _____

City _____ State _____ Zip _____

Telephone (_____) _____ Fax (_____) _____

Credit Card No. _____ Exp. Date _____

Cardholder Name (Please Print) _____

Billing address (if different than above) _____

Attendee(s) Name _____ E-mail _____

Name _____ E-mail _____

Name _____ E-mail _____

Cancellation and refund policy: A full refund of the seminar registration fee may be obtained provided AFAA receives **written** notification by August 31, 2010. All other cancellations will be subject to a \$100 cancellation fee. "No-shows" are ineligible for refunds. Special circumstances will be handled on a case by case basis. AFAA seminars are subject to cancellation when pre-registration fall below the minimum number of 20 attendees. AFAA cannot be responsible for losses resulting from cancellation of any seminar.