



IA Education: Class Sponsor Program for Businesses

Introducing an exclusive IA member benefit:

The IA Class Sponsor Program for Businesses

The IA invites our members, especially distributors and manufacturers, to sponsor IA education classes. The IA Class Sponsor Program allows you to offer your employees and customers high quality, hands-on training—with no investment in class development.

Choose from 21 classes oriented to ag, landscape and golf topics. Partner with the IA to bring classes to *your location*. The IA Class Sponsor Program is a benefit for IA member companies.

Offer your customers additional value

Educating your customers provides multiple dividends for your company. The Class Sponsor Program is an ideal solution to extending your customer relationship. And increased customer awareness will ultimately help to shorten your sales process.

Start planning your IA education program today

The IA is ready to help you develop an education program tailored to fit the needs of your employees and customers. The IA Class Sponsor Program is rapidly increasing in popularity with our distributor and manufacturer members because it is effective and rewarding. Take advantage of this outstanding member-only opportunity today.

Reap the benefits of IA Class Sponsorship

The Class Sponsor Program is a win-win partnership. Here are just some of the benefits the program offers your business:

1. Offers an exceptional customer loyalty program enhancement.
2. Makes quality educational programs available to your customers and prospects with no investment of the time or funds required to develop and teach high-caliber classes.
3. Distinguishes your company among the competition—especially from non-members.
4. Establishes a visible partnership linking your company to the IA.
5. Provides a unique employee benefit to help you retain and develop staff.
6. Increases the quantity, quality and availability of irrigation-specific education while upgrading industry professionalism in your area.

Need specific class descriptions? Need a customized class? Go online anytime for class details: www.irrigation.org. Or contact Sherrie Schulte, IA education/certification manager, by telephone at 703.536.7080 or via e-mail at sherrie@irrigation.org.

IA Ag/Landscape/Golf Class Offerings

Advanced Irrigation Design for Water Conservation

◆◆◆ Advanced, Landscape & Golf (8 CEUs)

Improve landscape water efficiency with better design, including uniformity, equipment selection and technology. This full-day session will address advanced concepts for irrigation designers, contractors, water purveyors, suppliers and other irrigation professionals.

Member \$170 / Nonmember \$205 (includes manual and software)

Agricultural Drip/Micro Design

◆◆◆ Advanced, Agriculture (16 CEUs)

Design efficient, economic irrigation systems for orchards and row crops. Two full days cover design procedures, crop requirements, filtration, pumping, pressure regulation, emitter/sprayer selection and emission uniformity. Recommended review for the Certified Irrigation Designer exam (Step 4).

Member \$295 / Nonmember \$360

(includes manual, handouts and software)

Agricultural Irrigation Specialist

◆◆◆ Advanced, Agriculture (13 CEUs)

Master principles of irrigation system management for surface (furrow and border strip) and pressurized (micro and sprinklers) systems. Targeted at dealers, regulators and farmers, this two-day session includes irrigation volume and frequency, evapotranspiration and crop coefficients, scheduling and salinity effects. Recommended review for the Certified Agricultural Irrigation Specialist exam.

Member \$225 / Nonmember \$275 (includes manual)

Center Pivot Design

◆◆◆ Advanced, Agriculture (16 CEUs)

Theory and practical applications of center pivot system design. Two full days designed to cover inventory resources, application rates, hydraulics, mainline layout and sizing, plus nozzle selection and scheduling.

Member \$215 / Nonmember \$260 (includes manual)

Chemigation/Fertigation

◆◆ Intermediate, Agriculture (7 CEUs)

Whether you're a designer or dealer, brush up on the basics of chemical injection for ag applications. This full-day session addresses fertilizers and chemicals, types of injectors and calculating injection rates, and provides a general foundation for independent study of chemigation requirements in your local area.

Member \$165 / Nonmember \$215 (includes manual and handouts)

Designing Landscape & Golf Systems With Reclaimed/Recycled Water

◆◆ Intermediate, Landscape & Golf (7 CEUs)

Put reclaimed water to work in landscape and golf course irrigation. Targeted at experienced designers, this full-day course covers reclaimed water system design, including appropriate use and recommended safeguards.

Member \$200 / Nonmember \$245 (includes handouts)

Drip Design in the Landscape

◆◆ Intermediate, Landscape (7 CEUs)

Incorporate drip irrigation in landscape applications with this comprehensive overview of key design elements: emitter selection, system layout, system applications and scheduling. This full-day session includes a detailed overview of applications for line source and point source products.

Member \$160 / Nonmember \$195

(includes manual, handouts and software)

Electrical Troubleshooting Part 1: Diagnosing Field Wiring Problems

◆ Basic/Beginner, Landscape & Golf (4 CEUs)

Save time and money with this practical course in electrical troubleshooting. This half-day class covers diagnosing field wiring problems and proper use of volt-ohm meters. Avoid running new wire with a defined process to assess and resolve even the most confusing electrical problems.

Member \$120 / Nonmember \$145 (includes manual and handouts)

Electrical Troubleshooting Part 2: Transformers, DC Systems, 2-Wire Systems & Controller Grounding

◆◆ Intermediate, Landscape & Golf (6 CEUs)

Diagnose advanced electrical problems with this hands-on session for experienced installation and repair technicians. Participants use real meters and components on simulated 2-wire and DC systems to take amp readings, evaluate phasing and grounding, and identify basic sensor problems.

Member \$210 / Nonmember \$255

(includes handouts and use of simulation and test equipment)

Field Hydraulics

◆ Basic/Beginner, Agriculture, Landscape & Golf (4 CEUs)

This half-day session provides a primer on basic hydraulics for irrigation system installation and maintenance technicians. Class content includes pipe sizing, friction loss, elevation changes, adjusting and modifying irrigation designs and systems, and calculating flow and pressure when altering an existing system.

Member \$120 / Nonmember \$145

(includes manual, handouts and software)

**The IA also offers business and online classes.
Please contact IA for more information at 703.536.7080.**

Irrigation Contractor

◆◆◆ Advanced, Landscape (15 CEUs)

This two-day class is a comprehensive refresher for experienced contractors. Topics include soil-water-plant relationships, hydraulics, pumps, job safety requirements, relevant building codes, scheduling, water use efficiency and system uniformity. Recommended review for the Certified Irrigation Contractor exam.

Member \$230 / Nonmember \$280

(includes manual, handouts and software)

Irrigation System Installation & Maintenance

◆ Basic/Beginner Landscape & Golf (8 CEUs)

Learn the basics of hydraulics and irrigation system installation and maintenance. This full-day session covers gluing and repairing PVC pipe, installing nozzles and adjusting heads, setting and repairing electric valves, and field and controller wiring techniques.

Member \$190 / Nonmember \$230 (includes manual and software)

Landscape Drainage Design

◆◆ Intermediate, Landscape (6 CEUs)

Improve landscape drainage design with this class for manufacturers, distributors and contractors. Topics include design criteria, slope, soils, runoff, drainage products, and surface and subsurface methods.

Member \$160 / Nonmember \$195 (includes manual and handouts)

Landscape Irrigation Auditor

◆◆ Intermediate, Landscape (12 CEUs)

Assess irrigation system performance with this comprehensive overview of auditing techniques. Two full days cover field tests and calculating accurate watering schedules using plant water use, soils and local weather data. Recommended review for the Certified Landscape Irrigation Auditor exam.

Member \$185 / Nonmember \$225 (includes manual and software)

Landscape Irrigation Design

◆◆ Intermediate, Landscape (16 CEUs)

Take your landscape designs to the next level. Irrigation designers complete two designs from start to finish during this one-day overview of basic hydraulics, head layout, zoning, pipe sizing, routing and matched precipitation rate principles. Recommended review for the Certified Irrigation Designer exam.

Member \$215 / Nonmember \$260

(includes manual, handouts and software)

Predicting & Estimating Landscape Water Use

◆◆ Intermediate, Landscape & Golf (4 CEUs)

Plan and budget watering needs by combining local weather data with site-specific planting and soil information. This half-day session uses hands-on work and case studies to teach how to calculate daily, monthly and annual system water use and cost at any project stage.

Member \$120 / Nonmember \$145

(includes manual, handouts and software)

Principles of Irrigation: Agriculture

◆◆ Intermediate, Agriculture (16 CEUs)

Master fundamental theory and application principles for agriculture in this intensive session for experienced irrigators (taught in Imperial units). Two full days cover soil-water-plant relationships, advanced hydraulics, electricity, pumps, specialty valves and irrigation equipment. Recommended review for the Certified Irrigation Designer exam (Steps 2 and 3).

Member \$245 / Nonmember \$295

(includes manual, handouts and software)

Principles of Irrigation: Landscape

◆◆ Intermediate, Landscape & Golf (16 CEUs)

Master fundamental theory and application principles for turf/landscape in this intensive session for experienced irrigators (taught in Imperial units). Two full days cover soil-water-plant relationships, advanced hydraulics, electricity, pumps, specialty valves and irrigation equipment. Recommended review for the Certified Irrigation Designer exam (Steps 2 and 3).

Member \$245 / Nonmember \$295

(includes manual, handouts and software)

SMART Technologies for Irrigation Management

◆◆ Intermediate, Landscape (8 CEUs)

Learn how emerging technologies can help improve irrigation water management. This full-day session helps participants understand the use of various sensors, including weather-based and soil moisture-based smart controllers. Topics include evapotranspiration, soil moisture, controller features, installation and practical applications.

Member \$195 / Nonmember \$235 (includes manual)

Sprinkler System Scheduling

◆ Basic/Beginner, Landscape & Golf (4 CEUs)

Develop accurate watering schedules using irrigation controllers on automatic systems. Appropriate for landscapers, irrigators and grounds maintenance personnel, this half-day class covers evapotranspiration rates, root zones, soil types and precipitation rates.

Member \$120 / Nonmember \$145

(includes manual, handouts and software)

Understanding Pumps

◆ Basic/Beginner, Agriculture, Landscape & Golf (4 CEUs)

Improve your understanding of pumps and applications with this half-day session. Topics include pump fundamentals, types, selection for different applications, relationship between impeller and motor size, reading pump curves and sizing pumps for peak efficiency.

Member \$125 / Nonmember \$150 (includes manual and handouts)

IA Education: Sponsor Policies & Procedures

The IA is pleased to partner with you in providing professional education. Our policies and procedures were created to ensure that your event runs smoothly and successfully. Please address any program concerns or questions to the IA education/certification manager by telephone: 703.536.7080, fax: 703.536.7019 or e-mail: sherrie@irrigation.org.

In order to effectively deliver the IA Class Sponsor Program, the sponsor (or co-sponsors) agrees to the following policies and procedures:

At least 90 days prior to the proposed class date:

- Complete and return class request form including the following information:
 - Name of Sponsor or co-sponsor
 - Preferred Date(s)
 - Exact Location
 - Class Titles (minimum of two days of classes required)
- Submit a \$350 refundable deposit*

* **Deposit Policy:** The deposit will be refunded to the sponsor unless the class is canceled due to low attendance. Required minimum attendance is 15 paid registrants. The class contact will be responsible for class manuals and kits. Kits must be shipped back to IA's home base or to the next class site in accordance with IA-specified destination and deadlines. If the class manuals are not returned to the IA within 30 days of the class date, the difference will be deducted from the deposit.

At least 60 days before the scheduled class date:

To effectively market and administer the class(es), the sponsor/host organization will complete these action items:

- Hand out IA class flyers and posters to local distributors and dealers
- Ask board and committee members to contact business leaders and prospects
- Enlist distributors and manufacturers' reps to contact local groups and distribute class information
- Publish articles in newsletters and magazines about the upcoming class
- Schedule local board or committee member(s) to introduce the class on the day of the class

New sponsors are required to document completion of at least two of the above five promotional activities.

Registrations: If the sponsor has elected to be responsible for taking registrations, the IA must be provided an accurate count of paid registrants as requested. The IA may cancel any class which does not have 15 paid registrants by 10 business days before the class date. It is also required that confirmation letters—indicating time, date, class location and required materials—be sent to each registrant for each class. The IA education/certification manager can provide samples of confirmation letters.

On the day of class:

- Provide class registrar who must arrive one hour prior to the class and remain onsite one hour following class start time
- Ensure local board or committee member(s) is present to introduce the class

After the class:

- Fax class roster to the IA education/certification manager at the main IA office within 48 hours of class completion
- Return extra manuals, literature and teaching kits to the IA within 14 days (unless alternate arrangements are made in advance by the IA). See deposit policy.
- Submit registration fees to the IA within 30 days of class date (if the sponsor organization is handling registration)

Additional Sponsor Policies for IA Member Businesses

IA member water providers may host IA education classes under the following conditions:

1. The standard IA fees charged for the classes are maintained.
2. The sponsor furnishes the classroom and audio-visual equipment at no charge to the IA.
3. When the class is being taught at the host location, a host employee may not teach the class even if the employee holds regional authorized instructor status.
4. When the class is being taught at a neutral site, a regional authorized instructor sponsor employee may teach the class.
5. The sponsoring company cannot restrict who may attend the classes (except when education programs are subcontracted for member functions).
6. No product promotional activity will be conducted in conjunction with an IA class.
7. In offsite locations, displays of products and/or services shall not be allowed in the same building unless open to all product lines (except when education programs are subcontracted for member functions).
8. All host member companies are eligible on a first-come, first-served basis.
9. The IA teaching material and manuals are only for use during IA-sponsored classes.
10. No one "sponsors" certification exams. The IA offers exams as a service and works to set them up in a convenient, neutral location immediately following an education class. Selection of a proctor must follow guidelines stated in Exam Site Agreement.
11. Member companies shall not receive special pricing for customers when sponsoring an education class. Special class pricing will only apply to member associations or organizations.
12. Business sponsors are not eligible for the IA revenue-sharing program.

IA Class Request Form – Member Businesses

Class request forms must be received by IA at least 90 days prior to proposed class date.

Sponsor (company name) _____

Main Contact _____

Phone _____ **Fax** _____

E-mail _____

Class Title(s)	Proposed Date
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____

Check here if you are interested in IA contacting you about setting up an exam date.

Facility Name/Location (where class(es) will be held) _____

Example: ABC Company, XYZ Hotel

Street Address _____

City _____ **State** _____ **Zip** _____

Shipping Address (where books and teaching kits should be sent)

Name _____

Street Address _____

City _____ **State** _____ **Zip** _____

By submitting this form, I agree with the sponsor policies and procedures.

Signed _____ **Date** _____

A deposit of \$350 must accompany this request.

Check enclosed (Remit in US \$ drawn on a US bank, payable to the Irrigation Association)

VISA MasterCard American Express

Card Number _____ Exp. Date _____

Name on Card _____

Signature _____