

Professional
Brand Neutral

Sponsor Irrigation Association Classes in Your Area



Sponsor a Class

The Irrigation Association invites water providers, green industry associations and member companies to sponsor the education classes in your area. Sponsor IA classes and bring the finest education and hands-on training to your area without the need to invest in class development.

We've made it easy: you choose the classes, provide the location and recruit the students. The IA handles registration, provides the instructor and supplies all classroom materials.

Offer your customers or members additional — and lasting — value.

- Provide real-world, hands-on knowledge.
- Offer quality educational programs without investing in class development.
- Improve water management.
- Help your customers and employees grow and succeed.

Help the industry grow and succeed.

- Reach a wide range of irrigation professionals.
- Encourage irrigation professionals to become certified.
- Demonstrate your commitment to efficient water management.

Sponsor IA classes and take advantage of this exclusive opportunity today!

Irrigation Association

The Irrigation Association is the leading membership organization for irrigation companies and professionals. Together with our members, we are committed to promoting efficient irrigation technologies, products and services and to long-term sustainability of water resources for future generations. The IA works to improve industry proficiency, advocate sound water management and grow demand for water-efficient products and services.





Select From a Diverse Catalog

The IA offers a variety of courses that combine theory with hands-on experience. Courses focus on enhancing expertise in the field — design, installation, maintenance and auditing — as well as improving business management practices.

Classes vary in length from a half day to two full days. Basic, intermediate and advanced options allow you to provide training to experienced professionals and people just starting out.

Presentation materials are developed and taught by educators with years of irrigation experience. IA-member attendees receive price discounts, and everyone earns continuing education units.

Become Part of Today's Water Solution

Quality Content

Choose from a wide range of classes that cover topics of interest for landscape, golf and agriculture irrigation. IA classes present best practices in each subject area while remaining brand neutral. Students master theories and techniques in critical areas.

Quality Educators

IA educators are chosen for their knowledge of irrigation techniques and their ability to present material clearly and concisely. The result is a dynamic learning opportunity that enhances the credibility of your organization throughout the area.

Ready to Implement

IA classes save you time and money. Why spend months to develop your own content? The IA's programs are market-tested, relevant and ready to implement, and they deliver results. Students walk out with knowledge they can put to work immediately.

For class descriptions and information on customized programs, visit www.irrigation.org/sponsor-a-class or contact the education department (703.536.7080; education@irrigation.org).



How Sponsorship Works

The IA is pleased to partner with you to bring professional education to your area. Our policies and procedures outlined on this page are designed to make sure your event runs smoothly.

Sponsorship Options

Choose the option that fits your needs.

As the sponsor, you provide the location, promote the event and recruit the students; the IA provides the trained instructor and classroom materials — books, manuals, handouts and equipment.

Option 1

The sponsor sets the attendee price and guarantees a minimum fee to the IA. Profits/losses go to the sponsor.

The sponsor guarantees a minimum fee to the IA plus the cost of books. The class is taught by the IA regardless of the number of enrollees. The sponsor manages registration and sets the attendee prices. The IA will manage registration for an additional fee of \$25 per attendee. The sponsor receives any profits (or losses) from the event.

Deposit — A **nonrefundable \$500 deposit** must be received with your request form. The deposit will be applied toward the sponsor fees.

Registration — If the sponsor opts to manage registration, confirmation letters indicating time, date, class location and required materials must be sent to each registrant for each class (samples available on request.) The sponsor must also provide an accurate count of paid registrants to the IA.

Class Materials — The class contact is responsible for returning all manuals and kits. Unused items must be returned or shipped to the next class location in accordance with IA-specified deadlines.

Option 2

No minimum fee is required; the IA manages registration and book fulfillment, and all proceeds go to the IA.

The price per attendee varies by class and publication.

Minimum Attendance Requirement — The IA reserves the right to cancel any class that does not have 12 paid registrants at least 10 business days before the class date.

Deposit — A **\$500 deposit** must be received with your request form. The deposit is fully refundable unless the class is canceled due to low attendance or if unused materials are not returned.

Here's How to Get Started

At least 60 days in advance

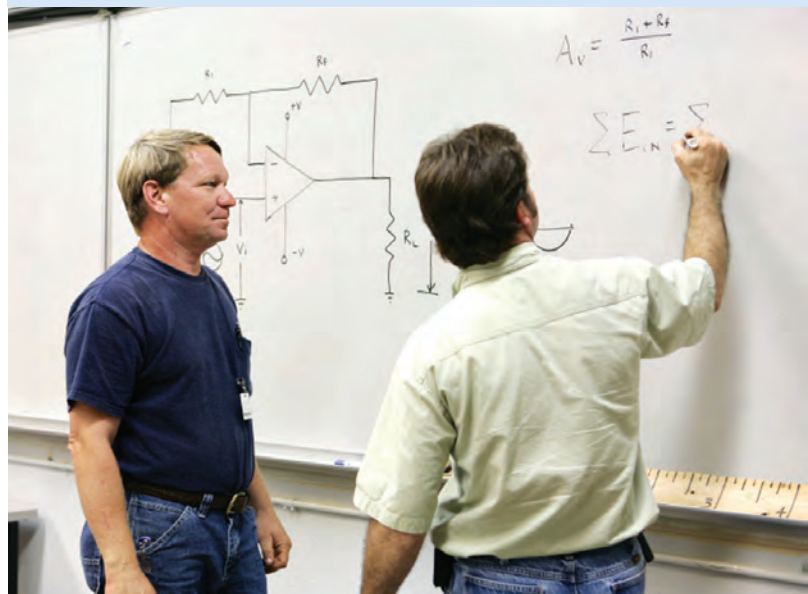
1. Select the class(es) you want to sponsor (minimum of two days of class time required).
2. Choose a location (your facility or an area hotel).
3. Submit a completed request form and a \$500 deposit to the IA, including the following:
 - name of sponsor/co-sponsors
 - preferred dates
 - location address and phone
 - class titles
4. Begin recruiting students.
5. Market the classes to your area. Sample promotional materials are available from the IA on request.
 - Distribute flyers and posters to local distributors and dealers.
 - Contact business leaders and prospective attendees.
 - Enlist distributors and manufacturers' reps to reach out to local business groups.
 - Publish announcements in your newsletter or local business publications.
6. Schedule a VIP to introduce each class.

At least 30 days in advance

1. Email reminders to attendees that include the date, time and location of the class.
2. Coordinate audiovisual requirements with the facility.
3. Make arrangements with a caterer if you're providing food and beverages.

Day of class

1. Bring the classroom materials to the location.
2. Make sure the room is set up and ready to go.
3. Greet registered students and distribute class materials.
4. After the class is over, return unused materials to the IA.



IA Class Descriptions

The following courses include recommended review content for the noted IA certification exams. Contact the IA for option 2 pricing and to customize your class to best fit your needs (703.536.7080; education@irrigation.org).

Turf-Landscape Courses

Golf Irrigation Auditor | \$3,100

[Intermediate](#) | [Golf & Landscape](#) | 8 CEUs | [CGIA Exam Review](#)

Assess golf course irrigation system performance with this comprehensive overview of auditing techniques. This full-day session covers field tests and calculating accurate watering schedules using plant water use, soils and local weather data.

Landscape Irrigation Contractor | \$3,750

[Advanced](#) | [Landscape](#) | 16 CEUs | [CIC Exam Review](#)

This two-day class is a comprehensive refresher for experienced contractors. Topics include soil-water-plant relationships, hydraulics, basic electricity, grounding, pumps, job safety requirements, relevant building codes, scheduling, water-use efficiency and system uniformity.

Landscape Irrigation Technician | \$2,450

[Beginner](#) | [Landscape & Golf](#) | 8 CEUs | [CIT Exam Review](#)

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

Landscape Irrigation Auditor | \$3,750

[Intermediate](#) | [Landscape](#) | 16 CEUs | [CLIA Exam Review](#)

Assess irrigation system performance with this comprehensive overview of auditing techniques. This two-day session covers field tests and calculating accurate watering schedules based on plant water use, soils and local weather data.

Principles of Irrigation: Landscape | \$3,750

[Intermediate](#) | [Landscape & Golf](#) | 16 CEUs | [CID Exam Review](#)

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.

Agriculture Courses

Agricultural Drip/Micro Design | \$3,850

[Advanced](#) | [Agriculture](#) | 16 CEUs | [CID Exam Review](#)

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.

Agricultural Irrigation Specialist | \$3,300

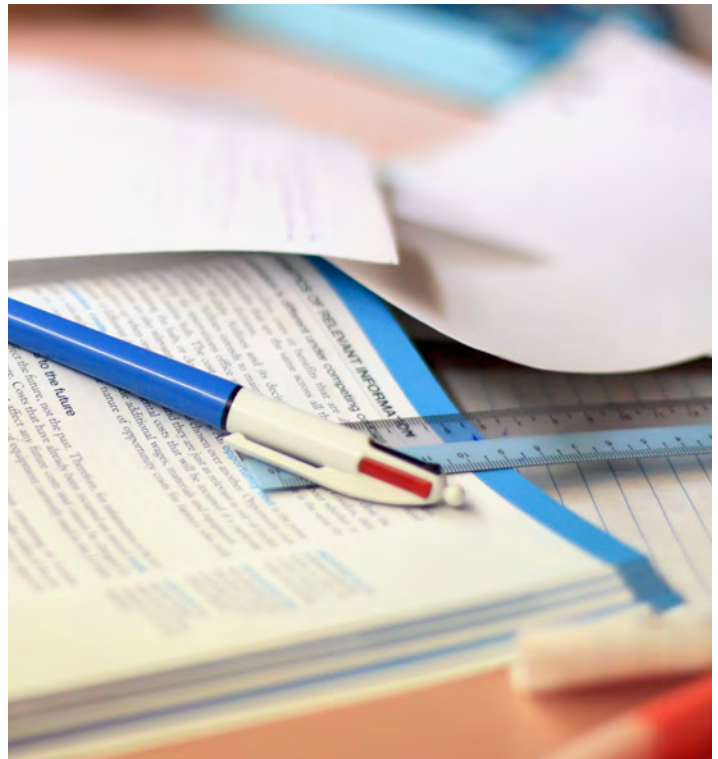
[Advanced](#) | [Agriculture](#) | 13 CEUs | [CAIS Exam Review](#)

Master principles of irrigation management for surface (furrow and border strip) and pressurized (micro and sprinkler) systems. For dealers, regulators and farmers, this 1½-day session includes irrigation volume and frequency, evapotranspiration and crop coefficients, scheduling and salinity effects.

Principles of Irrigation: Agriculture | \$3,750

[Intermediate](#) | [Agriculture](#) | 16 CEUs | [CID Exam Review](#)

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.



Additional Class Options

The IA also offers the following courses for irrigation and green industry professionals. Visit www.irrigation.org/classes for complete descriptions and additional class offerings.

Advanced Landscape Irrigation Design & Management | \$2,450

[Advanced](#) | [Landscape & Golf](#) | 8 CEUs

Advanced Irrigation Wiring Methods & Troubleshooting | \$2,450*

[Advanced](#) | [Landscape & Golf](#) | 8 CEUs

Alternative Water for Landscape Irrigation | \$2,450

[Advanced](#) | [Landscape & Golf](#) | 8 CEUs

Bidding & Estimating Landscape Irrigation Systems | \$2,450

[Intermediate](#) | [Business](#) | 8 CEUs

Center Pivot Design | \$3,750

[Advanced](#) | [Agriculture](#) | 16 CEUs

Electrical Troubleshooting: Diagnosing Field Wiring Problems | \$1,750*

[Beginner](#) | [Landscape & Golf](#) | 4 CEUs

Landscape Drip Design, Maintenance & Scheduling | \$2,450

[Intermediate](#) | [Landscape](#) | 8 CEUs

Landscape Irrigation Design | \$3,750

[Beginner](#) | [Landscape](#) | 16 CEUs

Landscape Water Management & Planning | \$2,450

[Landscape](#) | [Intermediate](#) | 8 CEUs

Managing a Landscape Service Irrigation Company | \$1,750

[Intermediate](#) | [Business](#) | 4 CEUs

Pumps & Pumping Systems | \$2,450

[Beginner](#) | [Agriculture, Landscape & Golf](#) | 8 CEUs

*Class cost shown does not include fees to ship teaching kits to host facility.

IA Class Request Form

Submit this form to the IA at least 90 days before the proposed class date.



Sponsor (company name) _____

Tel _____ Fax _____

Email _____

Class Title(s) (minimum of two full days of classes required)	Proposed Date
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____

Check here if you are interested in the IA contacting you about setting up a certification exam date.

Facility Name/Location (where classes will be held) _____

Example: ABC Company, XYZ Hotel

Street Address _____

City _____ State _____ ZIP _____

Shipping Address (where teaching materials should be sent)

Name _____

Street Address _____

City _____ State _____ ZIP _____

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

Signed _____ Date _____

A \$500 deposit must accompany this request.

Check Enclosed (payable to Irrigation Association)

VISA MasterCard American Express

Card Number _____ Exp. Date _____

Name on Card _____ CVV _____

Signature _____



8280 Willow Oaks Corporate Drive
Suite 400
Fairfax, VA 22031-4507



Add Value to Your Classes & Community

Offer an IA Certification Exam

IA classes deliver the knowledge and skills green industry professionals need to succeed. An IA certification is the ultimate stamp of approval, demonstrating expertise to potential clients and employers.

Offering an IA certification exam the day after your class gives attendees an easy way to

- immediately apply what they've learned.
- obtain a prestigious credential.
- qualify for increased responsibility and job opportunities.
- demonstrate their commitment to water management.

Surveys show that attendees who don't take the exam immediately after the class get distracted by their everyday job responsibilities. Hosting an exam at your location helps your customers and employees stay on the fast track. Offering an exam

- adds value to your classes.
- increases the pool of credentialed irrigation experts.
- demonstrates commitment to your community.

The IA offers certification programs for landscape, golf and agriculture irrigation professionals:

- Certified Irrigation Technician (CIT)
- Certified Landscape Irrigation Auditor (CLIA)*
- Certified Golf Irrigation Auditor (CGIA)*
- Certified Irrigation Contractor (CIC)*
- Certified Landscape Water Manager (CLWM)
- Certified Irrigation Designer (CID) – Landscape* or Agriculture**
- Certified Agricultural Irrigation Specialist (CAIS)**

*Qualifies to work on U.S. Environmental Protection Agency WaterSense projects.

**Qualifies to become U.S. Department of Agriculture Technical Service Providers.

For more information on hosting an IA certification exam, check the box on the class request form or contact the IA (703.536.7080; certification@irrigation.org).

