

WWETT SHOW 2021 EDUCATION PROGRAM

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60-Minute, 90-Minute and 2-Hour Sessions - Tuesday, June 29

TRACKS	9:00 AM—10:00 AM (60 min.)	10:30 AM—12:00 PM (90 min.)	1:00 PM—2:30 PM (90 min.)	3:00 PM—4:00 PM (60 min.)	4:30 PM—5:30 PM (60 min.)
NASSCO - National Association of Sewer Service Companies	TUE_MO01 NASSCO LACP Codes for Lateral Side and Building Sewer Condition Assessment	TUE_MO09 Lateral and Building Repair Technologies	TUE_MO17 Laterals and Grouting	TUE_MO25 How Do You Know if a House Service Lateral Passes Inspection?	TUE_MO33 Health and Safety and Emissions for Laterals and Building Sewers
NAWT - National Association of Wastewater Technicians (Two topics are related to starting your own processing plant)	TUE_MO02 Introduction to Waste Treatment Facilities	TUE_MO10 Necessary Products to Start a Wastewater Treatment Facility	TUE_MO18 Federal DOT Regulations and the Wastewater Industry	TUE_MO34 Pre- and Post-Trip Truck Inspection	TUE_MO26 Key Construction Issues When Installing Conventional Systems
NOWRA - National Onsite Wastewater Recycling Association	TUE_MO03 Wastewater Disinfection During COVID	TUE_MO11 Biological Treatment: Overview, Design and Maintenance	TUE_MO19 Non-Concrete Tank Installation and Buoyancy Control 101	TUE_MO27 High Strength Wastewater	TUE_MO35 Basic Principles of Nitrogen Treatment in Wastewater Systems
PSAI - Portable Sanitation Association International		TUE_MO12 Portable Sanitation and Special Events	TUE_MO20 Evolving an Industry: The Opportunities Presented by COVID-19		
SSCSC - Southern Section Collection System Committee	TUE_MO04 Maintenance Hole, Pump & Lift Station Structure Rehabilitation Technologies	TUE_MO13 Recycling Machines and Combination Unit Applications	TUE_MO21 Trenchless Pipeline Rehabilitation Overview	TUE_MO28 Safety Leadership: Building an Adaptive Culture	TUE_MO36 Drones: Endless Opportunities
SSPMA - Sump and Sewage Pump Manufacturers Association	TUE_MO05 Understanding the Differences and Proper Applications for Submersible Wastewater and Effluent Pumps	TUE_MO14 Submersible Pump Designs, Applications, Pump Sizing, and Best Practices	TUE_MO22 Basic Electrical Theory/Troubleshooting Floats & Controls	TUE_MO29 Alternative Pump Controls and Remote Monitoring	
BUSINESS STRATEGY AND LEADERSHIP	TUE_MO06 Equipment Financing Tips for Business Owners	TUE_MO15 Asset Protection, Tax Reduction and Estate Planning	TUE_MO24 Successful Marketing & Selling Strategies in the New Virtual Business World	TUE_MO31 Harness PR to Drive Explosive Growth	TUE_MO37 The Solution to the "No Good Young People" Problem
SAFETY	TUE_MO07 Access Riser and Lid Safety: Standards and Practice				
SEWER AND DRAIN CLEANING, INSPECTION AND MAINTENANCE		TUE_MO16 10:30pm-12:30pm (2 hr. class) How Hydro-Jetters Really Work to Clean Service Lines		TUE_MO32 A Systematic Analysis of Siphon Operations and Maintenance	TUE_MO39 Wastewater Recycling Pros and Cons and Economics
WASTEWATER TREATMENT	TUE_MO08 UV Light- A Valuable Weapon in the Battle Against Pathogens		TUE_MO23 Winning the Fight Against FOG		

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60- and 90-Minute Sessions and Workshop - Wednesday, June 30

Tracks	7:30-8:00 AM	8:00-8:30AM	8:30-9:00AM	9:00-9:30AM	9:30-10:00AM	10:00-10:30 AM	10:30-11:00AM	11:00-11:30AM	11:30AM-NOON
BUSINESS STRATEGY AND LEADERSHIP	WED_TU01 Stop Thief!.....Protect your Service Company from 5 types of Cybercrime			WED_TU09 Media Coverage - Create a Plan of Action			WED_TU16 Google My Business: Driving Revenue to Your Bottom Line		See Workshop below: Revenue and Profit Accelerator Playbook
MUNICIPAL SEWER AND WATER	WED_TU02 How To Write a Cleaning RFP Based on NASSCO Cleaning Specification Guideline			WED_TU10 Sewer Cleaning and CCTV Panel Discussion				WED_TU19 SSO Reduction Through Aggressive Cleaning & Inspection and Testing of Sewer Lines	
PLUMBERS	WED_TU03 Service Plumbing Technician Training			WED_TU11 Small Diameter Pipe Lining – What you need to know to start lining inside the building			WED_TU18 Navigating the Business of Camera Inspections		
PORTABLE SANITATION	See Workshop below: Revenue and Profit Accelerator Playbook			WED_TU24 When to Sell and How to Do It Well					
SAFETY INFO (SPONSORED BY WASTEWATER EDUCATION 501(c)3)	WED_TU05 It's Getting Hot in Here: Heat Illness Prevention and OSHA Requirements			WED_TU12 The Laws and Regulations Surrounding PPE and Coronavirus				WED_TU20 Opioids/Cannabis Workplace Drug Testing: What Should Employers Know?	
SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN	WED_TU06 Troubleshooting Control Panels with Analog Timers and Digital Controllers			WED_TU13 Overcoming the Challenges of High Strength Waste in OSTDS - Panel Discussion				WED_TU21 Optimizing Grease Interceptor Performance	
SEWER AND PIPE REHABILITATION, RELINING AND REPAIR	WED_TU07 Enlightened CIPP: Deciding When to Use Light-Based Cure Versus Thermal							WED_TU22 Learn How to Grow Your Business with Trenchless Technology	
VACUUM TRUCK OPERATIONS	WED_TU23 Five Things You Must Know BEFORE Purchasing a Sewer Cleaning Truck			WED_TU15 Multiple Municipal Applications for Vacuum Excavators					

WORKSHOP (Additional fee associated with this training)

Business Workshop	Wednesday, June 30 / 12:30pm-3:30pm / Revenue and Profit Accelerator Playbook - This workshop is for contractors and service providers who want to accelerate revenue growth and profit. Topics covered: job costing, documenting events and trends, analyzing the P & L, data mining for new business, hidden drains on the bottom line, company culture shifts. identifying the most profitable customers, using the 80/20 rule to nurture dream clients, when to say no, prospecting and outreach, gaining new business in a virtual environment, and how to prosper by helping your clients win.
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60-Minute Sessions and Certification Classes - Thursday, July 1			
Tracks	8:00 AM—9:00 AM	9:30 AM—10:30 AM	11:00 AM—12:00 PM
MUNICIPAL SEWER AND WATER	THU_WE02 Inspection Technologies to Assess (and Prioritize) Pressurized Pipelines	THU_WE08 Asset Management, from the Engineering and Municipal Point of Views	
SAFETY	See Additional Certification Classes below: OSHA Wastewater Operator Confined Space Safety and Health Certification	THU_WE10 OSHA Electrical Safety	THU_WE14 Wastewater Operator Pathogen Safety & Health
SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN	THU_WE17 Science and Opportunity with Failing Septic Systems	THU_WE16 Profit OR Pride?	
SEWER AND DRAIN CLEANING, INSPECTION AND MAINTENANCE	THU_WE04 Municipal Fats, Oils, & Grease Onsite Inspections and Grease Interceptors 101		THU_WE15 Rethinking Manhole Inspection: A New Way to Reduce I&I Quickly and Cost Effectively
WASTEWATER TREATMENT		THU_WE09 Flushable Wipes vs Grease, How Can We Problem Solve Them?	See Additional Certification Classes below: OSHA Wastewater Operator Confined Space Safety and Health Certification
WHAT'S TRENDING / NEW TECHNOLOGIES	THU_WE06 Utilizing Cloud Based Services in Wastewater Operations	THU_WE11 Installing and Mapping Underground Infrastructure While Capturing GPS	THU_WE18 Finding True ROI With Your Telematics Solution
ADDITIONAL CERTIFICATION CLASSES (Additional fee associated with this training)			
NOWRA - National Onsite Wastewater Recycling Association	Thursday, July 1 / 8:00am-5:00pm / NOWRA One-Day Installer Class		
OSHA CONFINED SPACE SAFETY CERTIFICATION	Thursday, July 1 / 1:00pm-4:00pm / OSHA Wastewater Operator Confined Space Safety and Health Certification		

Note: This agenda is subject to change.