

60 MINUTE SEMINARS - Wednesday, February 22						
Tracks ↓	8:00 AM—9:00 AM	9:30 AM—10:30 AM	11:00 AM—12:00 PM	1:30 PM—2:30 PM	3:00 PM—4:00 PM	4:30 PM—5:30 PM
	NASSCO - National Association of Sewer Service Companies	<b>WE01</b> UV Cured Lining: Everything You Need to Know to Prepare for Your First Installation	<b>WE11</b> Pipe Bursting: A Diverse and Mature Trenchless Technology	<b>WE21</b> Overview of Lateral and Main/Lateral Connection Investigation and Rehabilitation Technologies	<b>WE31</b> Maximizing ROI: When to Grout, When to Line, When to do Both	<b>WE41</b> Acoustic Inspection Implementation at New Castle County, DE
NAWT - National Association of Wastewater Technicians	<b>WE02</b> Inspection of ATUs for Operations and Maintenance	<b>WE12</b> Inspection of Media Filters	<b>WE22</b> Choosing the Right Alternative for the Job	<b>WE32</b> Operations and Management of Conventional Systems	<b>WE42</b> Nitrogen Treatment in Alternative Systems	<b>WE52</b> Operations and Management of Pumps
NEHA - National Environmental Health Association		<b>WE13</b> Reinventing the Toilet		<b>WE33</b> Rethink the Way We Approach Reuse		<b>WE53</b> Pathogen Treatment Guidance and Monitoring Approaches for On-Site Non-Potable Water Reuse
NOWRA - National Onsite Wastewater Recycling Association	<b>WE03</b> Fundamentals of Onsite Wastewater System Design	<b>WE14</b> Making Infiltration Decisions — Understanding Soil Surface Design	<b>WE23</b> Designing Pumps and Controls	<b>WE34</b> Design of Time Dosing and Flow Equalization	<b>WE43</b> Design of Pressure Distribution Systems	<b>WE54</b> Mound and At-Grade Design
SSCSC - Southern Section Collection System Committee	<b>WE04</b> Plain and Simple: Understanding Pipeline Cleaning	<b>WE15</b> Oh No! Now What Do I Do? Specialty Pipeline Cleaning and Inspection	<b>WE24</b> How to Become the Go To Resource: Taking a Broader View of CCTV Pipeline Inspections	<b>WE35</b> Adding Trenchless Pipeline & Manhole Spot Repairs to Your Services	<b>WE44</b> Combination Unit Maintenance – How to Keep Your Equipment Working	
SSPMA - Sump and Sewage Pump Manufacturers Association	<b>WE05</b> Understanding Pumps and Common Pumping Issues	<b>WE16</b> Practical Sizing Guidelines for Sump, Sewage and Grinder Pumps	<b>WE25</b> Basic Electrical Theory As It Relates To Onsite Septic Controls	<b>WE36</b> Troubleshooting Pumps, Panels and Switches with Digital Multimeters	<b>WE45</b> Best Installation Practices for Trouble-Free Pump Controls	
WASTEWATER EDUCATION 501(c)3	<b>WE06</b> A Minute = A Lifetime: OSHA's Fatal Four	<b>WE17</b> Am I Covered for This? (Insurance Policy Review)	<b>WE26</b> Time to Pay the Piper (Costs of Falling Afoul of the Law)	<b>WE37</b> Happy Birthday! (Checklist for New Business Owners)	<b>WE46</b> I Never Saw THIS Coming! (Structure Your Business to be an Asset)	<b>WE55</b> What's YOUR Problem? Q&A for Wastewater Education 501(c)3 Session Experts
WJTA-IMCA - Water Jet Technology Association- Industrial Municipal Cleaning Association	<b>WE07</b> 2017 Hydro Excavation Trends: The New Industry Obstacles		<b>WE27</b> Waterblasting Safety Devices and Use		<b>WE47</b> Benefits with Automation	
BUSINESS STRATEGY AND LEADERSHIP	<b>WE08</b> Don't Let Overhead Go Over Your Head	<b>WE18</b> The Market Domination Strategy: Step-By-Step System To Get More Customers	<b>WE28</b> Back on Track – How to Have the Tough Conversations	<b>WE38</b> Local Marketing Strategies to Find Prospects in Your Service Area	<b>WE48</b> How to Hire Great Employees (and keep them)	<b>WE56</b> Content Marketing for Beginners: Simple Steps to Start Building an Online Presence
MUNICIPAL SEWER AND WATER	<b>WE09</b> Revolutionary Multi-Functional 3,000 To 30,000 PSI Water Jetting Robot-System					<b>WE57</b> The Very Versatile Submersible
PLUMBERS		<b>WE19</b> An Internet of Things Primer for Residential Plumbers			<b>WE49</b> How to Create Positive Publicity for Your Plumbing Business	
PORTABLE SANITATION	<b>WE10</b> Understanding Portable Sanitation Deodorizers	<b>WE20</b> Know Your Role in Search Engine Optimization for Portable Sanitation Industry		<b>WE39</b> Restroom Trailers A to Z		
SEWER AND PIPE REHABILITATION, RELINING AND REPAIR			<b>WE29</b> Internal Pipe Coatings – Benefits and Uses			<b>WE58</b> Repairing Laterals and the Connections: Unique CIPP Trenchless Rehabilitation Methodology
SPECIALTY TOPICS AND INDUSTRY TRENDS			<b>WE30</b> The Distributed Sewage Systems Alternative: Big Pipe Sewers vs. Onsite...or Something Else			<b>WE59</b> Pilot Test of the Bow Reactor - Innovative Technology for Nutrient Removal
WOMEN IN THE INDUSTRY				<b>WE40</b> 2017 - Still a Man's World?	<b>WE50</b> Tips From Women in the Trade	<b>WE60</b> Women in the Industry Social Hour

# WWETT 2017 EDUCATION PROGRAM

## 60 MINUTE SEMINARS - Thursday, February 23

## 60 MINUTE SEMINARS - Friday, February 24

Tracks ↓	Thursday, February 23			Friday, February 24		
	8:00 AM—9:00 AM	9:30 AM—10:30 AM	11:00 AM—12:00 PM	8:00 AM—9:00 AM	9:30 AM—10:30 AM	11:00 AM—12:00 PM
BUSINESS STRATEGY AND LEADERSHIP	<b>TH01</b> Using Superior Customer Service to Separate Yourself from the Herd	<b>TH10</b> Lessons Learned from a Third Generation Business Owner	<b>TH19</b> Growing Your Business By Growing Your People	<b>FR01</b> Expand Market Share and Reoccurring Revenue Through Bioremediation	<b>FR09</b> Don't Kill Your Golden Goose – Succession Strategies to Protect & Perpetuate Your Business	<b>FR17</b> Who Is Your Customer and What Do They Want?
MUNICIPAL SEWER AND WATER	<b>TH02</b> The Dreaded Flushables – Are They Really Flushable? Really?	<b>TH11</b> Superbugs: A Huge Challenge for Onsite Wastewater Treatment	<b>TH20</b> Drugs in The Work Place (Illegal Dumping)	<b>FR02</b> Leak Detecting, Leak Locating, and Water Loss Management	<b>FR10</b> Determining Remaining Useful Life with New Technologies	<b>FR18</b> A Case Study: Best Value Repair for I/I Issues in Municipal Sanitary Sewer Systems
NAWT - NATIONAL ASSOCIATION OF WASTEWATER TECHNICIANS				<b>SEE NAWT ONE-DAY INSPECTOR CERTIFICATION COURSE IN ADDITIONAL ASSOCIATION CERTIFICATION OPTIONS BELOW</b>		
PORTABLE SANITATION	<b>SEE PSAI SERVICE TRAINING FOR PORTABLE SANITATION PROFESSIONALS &amp; CERTIFICATION EXAM IN ADDITIONAL ASSOCIATION CERTIFICATION OPTIONS BELOW</b>			<b>FR03</b> Thrive! Making the Right Decisions to Improve Your Family's Portable Sanitation Business	<b>FR11</b> The Five Essential Steps to Quality Service	
SAFETY	<b>TH03</b> Why is Vacuum Excavation Needed?	<b>TH12</b> Dry Suction Leads the Way in Excavation Technology	<b>TH21</b> USDOT Hazardous Materials Compliance	<b>FR04</b> Excavations Don't Have to be Big to Cause BIG Problems		<b>FR19</b> OSHA Confined Space, Air Monitoring & Fall Protection Untangled
SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN	<b>TH04</b> The Science Behind Failing Drainfields	<b>TH13</b> Control System Installation	<b>TH22</b> Seeing is Believing – Using Data to Convince System Owners to Take Action	<b>FR05</b> Improper Dosing and Mound Failure	<b>FR12</b> Know When and How to Choose Alternative (Advanced) Sewage Systems	<b>FR20</b> Benefits of Whole System Monitoring
SEWER AND DRAIN CLEANING, INSPECTION AND MAINTENANCE	<b>TH05</b> Seven Secrets to Low Cost-of-Ownership for Sewer Crawlers		<b>TH23</b> Nozzle Physics: Unravelling All the Information About How Nozzles Work			<b>FR21</b> Productivity in the Waterblasting Industry Through Automation
SEWER AND PIPE REHABILITATION, RELINING AND REPAIR	<b>TH06</b> Microsilica Cement Liners Drive Sewer Manhole Rehabilitation for 25 Years		<b>TH24</b> I & I: Identifying, Abatement and Prevention Measures in Manholes	<b>FR06</b> Trenching in the Newest Trenchless Technologies		<b>FR22</b> Managing A Sewer Lateral Lining Job
SPECIALTY TOPICS AND INDUSTRY TRENDS		<b>TH14</b> Mergers & Acquisitions – Trends of Consolidation and How It Impacts Your Business	<b>TH25</b> Growing Need for Decentralized Sanitation Solutions		<b>FR13</b> Valve Exercising & Maintenance	<b>FR23</b> GIS Based Asset Management for Public Utilities
TECHNOLOGY	<b>TH07</b> Using Digital Forms in the Field to Improve Workflow Efficiency	<b>TH15</b> GPS Tracking "Hype vs Reality"		<b>FR07</b> IOT (Internet of Things) Technologies & What it Means to Your Fleet		
TREATMENT PLANT OPERATORS AND LIQUID WASTE TREATMENT	<b>TH08</b> Handling Grease Trap Wastes – Problems, Effects, and Solutions	<b>TH16</b> Solids Handling & Reduction Choices in Wastewater	<b>TH26</b> Wastewater Microbiology	<b>FR08</b> Effects of Supplemental Oxygenation Within the Aeration Process	<b>FR14</b> Grease Interceptors – Engineering with Confidence	
VACUUM TRUCK OPERATIONS	<b>TH09</b> USDOT Cargo Truck Requirements	<b>TH17</b> Best Practices for Sonde and Pipe Locating	<b>TH27</b> Truck Specification and Maintenance for Maximum Profits		<b>FR15</b> Designing Your Next Pump Truck for Maximum Value and Life	<b>FR24</b> Automate Your Equipment: Safety, Efficiency and Profitability via Wireless Controls and Automation
WOMEN IN THE INDUSTRY		<b>TH18</b> Skirt Boss			<b>FR16</b> 7 Business Hacks for Female Entrepreneurs	
<b>ADDITIONAL ASSOCIATION CERTIFICATION (Additional fee associated with this training)</b>						
PSAI - PORTABLE SANITATION ASSOCIATION INTERNATIONAL	Thursday, February 23 / 8:00am-12:00pm / PSAI Service Training for Portable Sanitation Professionals and Certification Exam					
NAWT - NATIONAL ASSOCIATION OF WASTEWATER TECHNICIANS	Friday, February 24 / 8:00am-5:00pm / NAWT One-Day Inspector Certification Course					