

60-Minute Sessions - Monday, February 17 1:30pm-5:30pm			
Tracks	1:30PM - 2:30PM	3:00PM-4:00PM	4:30PM-5:30PM
BUSINESS STRATEGY AND LEADERSHIP	MO01 Adopting A New Technology Needs More Evaluation Than The Initial Costs	MO06 Creating Great Techs From the Younger Workforce	MO11 Choosing Your Prospect: The Key To Efficient Selling
PLUMBERS	MO02 Outside the Box; Trenching and Excavation for Plumbers	MO07 Using Technology to Keep Customers In The Loop	MO12 How to Talk the Talk for Drain Inspections
PORTABLE SANITATION	MO05 Improve the Operation and Success of Your Portable Sanitation Business		MO10 The Buyers Guide: Success in Purchasing Equipment and Supplies for Your Business
SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN	MO03 Complete Pump System Design	MO08 Why Drainfields Fail - 6 Major Issues	MO13 More Than Just Dirty: Pathogen Exposure to Workers in the Onsite Industry
VACUUM TRUCK OPERATIONS	See Profitability Playbook Workshop below See TU14 - GPS Tracking	MO09 Evaluating Emerging Truck Technologies for Operational Impact	MO14 Proper Maintenance of Sewer Cleaners
Certification Classes (Additional fee) - Monday, February 17 9:30am-5:30pm			
NAWT	NAWT One-Day Inspector Certification Course		
NOWRA	NOWRA One-Day Installer Class		
PSAI	PSAI New Technical Training for Portable Sanitation Professionals and Certification Exam		
WORKSHOP (Additional fee) - Monday, February 17 12:00pm-3:00pm			
WORKSHOP	Profitability Playbook - This workshop is for Contractors and Service Providers who are wanting to enjoy a steady, realizable income stream and gain the confidence to bid projects/services for what they're really worth. It will help business owners understand why they aren't as profitable as they could be AND what they can do about it. The only way to be independently wealthy is to understand common concepts of business finance. When you have a playbook and a coach, all you need to do is follow the plan, pace yourself and take consistent action.		

Note: This agenda is subject to change.

WWETT SHOW 2020 EDUCATION PROGRAM

Morning Sessions 60- and 90-Minute Sessions - Tuesday, February 18								
Tracks	7:30-8:00AM	8:00-8:30AM	8:30-9:00AM	9:00-9:30AM	9:30-10:00AM	10:00-10:30AM	10:30-11:00AM	11:00-11:30AM
BUSINESS STRATEGY AND LEADERSHIP				TU10 Quality of Life: The New Employee Retention Model			TU12 Getting Comfortable Being Uncomfortable: Developing a Prosperity Plan	
MARKETING	TU01 Modern Consumer Behavior and Marketing That Works			TU07 Be a Five-Star Business By Improving Your Online Presence			TU13 Tips on How to Improve Your Website, Social Media and Blog to Increase YOUR Business	
PLUMBERS	TU02 Technologies for Locating Underground Pipe and Buried Objects			TU08 Improved Profit, Health and Safety Using EPA Safer Choice Bio-Remediation Products			See TU14 Below	
PORTABLE SANITATION	TU03 Putting Your Best Face Forward on Facebook In the Portable Sanitation Industry			TU09 New Technology Tools That Help Restroom Trailer Fleet Owners Make More Money			See TU14 Below	
SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN	TU05 Operations and Maintenance Friendly Design and Install of Septic Systems				TU11 Advanced Troubleshooting of Onsite Systems			
VACUUM TRUCK OPERATIONS	TU06 Writing a Specification for a Combination Truck						See TU14 Below	
WHAT'S TRENDING / NEW TECHNOLOGIES	See SMART WASTEWATER Track on Tuesday afternoon and Thursday morning						TU14 6 Surprising Strategies for Increasing Profits with GPS Tracking	

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WWETT SHOW 2020 EDUCATION PROGRAM

60-Minute Afternoon Sessions - Tuesday, February 18			
Tracks	1:30 PM-2:30 PM	3:00 PM-4:00 PM	4:30 PM-5:30 PM
MUNICIPAL SEWER AND WATER	TU15 Technologies for Detecting and Pinpointing Water Line Leaks, and Managing Water Loss	TU20 Municipal Fats, Oils, & Grease Programs	TU25 Why Should You Clean the Sewer and How Do You Select the Right Nozzle?
SEWER AND DRAIN CLEANING, INSPECTION AND MAINTENANCE	TU16 CCTV Equipment Preventative Maintenance and Field Repair	TU21 Hydro-Jetting: Defeating Your Jetter's Enemies	TU26 Assisted PACP - Using Artificial Intelligence to Speed Up PACP Coding
SEWER AND PIPE REHABILITATION, RELINING AND REPAIR	TU17 Emerging Renewal Technologies for Pressurized Pipelines	TU22 Lateral CIPP Lining: A Part of Many Engineers' Toolkits, but at what Priority Level?	TU27 Impossible Excavation Leads to Innovative Repair of Fully Obstructed Pipeline
WASTEWATER TREATMENT	TU18 Municipal Wastewater-Type Treatment Technology for Small Systems	TU23 A DIY Approach to Upgrading For Ammonia Removal	TU28 Turning Wastewater Into Money - An In-Depth Examination of RNG Creation in Wastewater Facilities
SMART WASTEWATER (presented by WASTEWATER ED 501c3) <i>NOTE: This will be presented on both Tuesday and Thursday.</i>	TU19 Principles of Smart Water / Wastewater	TU24 Smart Wastewater Instrumentation, Data Quality and the Value of Information	TU29 A Future Vision for Smart Water / Wastewater Systems

60- and 90-Minute Sessions - Wednesday, February 19

TRACKS	8:00 AM—9:00 AM (60 min.)	9:30 AM—11:00 AM (90 min.)	12:30PM—2:00 PM (90 min.)	2:30 PM—3:30 PM (60 min.)	4:00PM—5:00PM (60 min.)
SPECIAL EXPERT PANEL: SMART WATER / WASTEWATER	WESS Delivering Smart Wastewater: Expert Panel Session				
NASSCO - National Association of Sewer Service Companies	WE01 PACP: What Is It and How Does It Help Us?	WE09 Lateral Rehabilitation Codes & Practices: Cracking the Codes	WE18 Pipe Rehab Safety Hot Spots: Monitoring Styrene, Confined Space & Pipe Plugs	WE28 Rehabilitated Pressure Pipe O&M and Lessons Learned	WE37 Pipe Cleaning – A Boots on the Ground Perspective
NAWT - National Association of Wastewater Technicians	WE02 Introduction to the Art of Installation	WE10 Soils and the Installer - What You Need to Know	WE19 Installing Advanced Media Technologies	WE29 What Are the Soils Telling Us?	WE38 Installing a System That "Needs a Lift"
NEHA - National Environmental Health Association				WE30 Systems Operation and Wastewater Treatment Troubleshooting (with Emphasis on the Strategic Use of Air)	WE39 Design Concerns with Restaurants, C-Stores, and Commercial Waste
NOWRA - National Onsite Wastewater Recycling Association	WE03 Principles of Water Movement in Soil Treatment Systems	WE11 Introduction to Key Soil Properties for Design	WE20 Design of Pressure Distribution	WE31 The Essentials of Septic Tank Design	WE40 Making Infiltrative Decisions During Design
PSAI - Portable Sanitation Association International		WE12 New Standards - New Future - for Portable Sanitation and Nonsewered Waste Systems	WE21 Preparing for Extremes in Portable Sanitation		
SSCSC - Southern Section Collection System Committee	WE04 Hard Won Knowledge; Small Business Guidance from Practical Experience	WE13 State-of-the-Art Pipeline and Manhole Rehabilitation Technologies	WE22 An In-Depth Study of Pipeline Cleaning; Nozzles, Procedures and Technology	WE32 GIS - What You Need to Know	WE41 CCTV and Cleaning; A Practical Approach to Cleaning and Video Projects
SSPMA - Sump and Sewage Pump Manufacturers Association	WE05 Submersible Wastewater and Effluent Pump Differences and Proper Applications	WE14 Submersible Pump Application, Design, Sizing and Servicing	WE23 Troubleshooting Floats and Onsite Septic Controls	WE33 Alternative Pump Controls	
ONSITE WASTEWATER INSPECTIONS hosted by WASTEWATER EDUCATION 501C3	WE06 Legality, Liability. Professional Ethics and Common Sense Best Practices	WE15 Step-by-Step Guide to Locating and Recording the Condition of All System Components	WE24 Step-by-Step Guide to Locating and Recording the Condition of Treatment Field and Treatment Components		
BUSINESS STRATEGY AND LEADERSHIP	WE07 Build a Business You Love: Don't Make Your Job Harder Than It Needs To Be	WE16 Business Exit Strategies: Selling Your Company on Your Terms	WE25 Ten Tips for Marketing Success and Fast-Track Growth	WE34 Increasing Service Profitability by Using These 4 Steps	WE42 Everyone Communicates, Few Connect
SAFETY	WE08 OSHA Confined Space Entry and Air Monitoring – OSHA Reg. 1910.146: Overview & Refresher		WE26 OSHA Focus Four Hazards	WE35 OSHA Trenching and Excavation Safety	
NEW PROFESSIONALS		WE17 Q&A Panel for New Professionals			WE43 Your Website is Your Face to the World: Does It Reflect Who You Are?
WOMEN IN THE INDUSTRY			WE27 Women in the Industry Fun and Games Event	WE36 Q&A Panel for Women in the Industry	

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60-minute Sessions - Thursday, February 20

Tracks	8:00-9:00AM	9:30-10:30AM	11:00-12:00PM
BUSINESS STRATEGY AND LEADERSHIP	TH01 Understand Your Market and Set Your Strategies - Finding Your Niche	TH07 The Fortune Is In The Follow-Up	TH13 Bodies Don't Lie - Reading and Portraying Body Language
MUNICIPAL SEWER AND WATER		TH08 Reducing I&I and Sanitary Sewer System Overflows Through Aggressive Rehabilitation	TH14 Cooperative Purchasing: How To Help Everyone Get What They Want - Including You
SEWER AND DRAIN CLEANING, INSPECTION AND MAINTENANCE	TH03 Don't Blow The Commode	TH09 Inspection Technologies and Applications	TH15 Know Your High Pressure Sewer Cleaning Hose
SEWER AND PIPE REHABILITATION, RELINING AND REPAIR	TH04 Stopping Flow Safely and Economically	TH10 Grouting vs. Point Repair: The Classic Pipeline Rehabilitation Debate	TH16 Understanding Epoxy Coatings: How Do I Know I Am Using the Best Product?
WASTEWATER TREATMENT	TH05 Development of the Pump Forward Flow Return (PFFR) Concept for Treatment of Small Wastewater Flows	TH11 Cracking the FOG Code for Success	
SMART WASTEWATER (presented by WASTEWATER ED 501c3) <i>NOTE: This will be presented on both Tuesday and Thursday.</i>	TH06 Principles of Smart Water / Wastewater	TH12 Smart Wastewater Instrumentation, Data Quality and the Value of Information	TH17 A Future Vision for Smart Water / Wastewater Systems

Technical Tours (Additional Fee Associated with Tours)

TECHNICAL TOURS HOSTED BY CITIZENS ENERGY GROUP AND IN THE ROUND DEWATERING	Thursday, February 20 / 9:00am-12:30pm (Actual tour time 1.5 hours) / In The Round Dewatering Facility (Wabash East, Maryland St. Exit) Thursday, February 20 / 9:15am-11:15am (Actual tour time 1.0 hours) / Deep Rock Tunnel Pump Station (Wabash East, Maryland St. Exit) Thursday, February 20 / 11:15am-1:15pm (Actual tour time 1.0 hours) / Deep Rock Tunnel Pump Station (Wabash East, Maryland St. Exit)
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Certification Classes (Additional fee) - 8:00am-12:30pm

CONFINED SPACE TRAINING (Certification and Exam)	8:00am-12:30pm - OSHA Confined Space Entry and Air Monitoring – OSHA Reg. 1910.146: 4.5 Hour Certification Class and Exam. After successful completion of this 4.5 hour session, you will receive a Certification of Completion as a Supervisor, Entrant and Attendee. This Certificate meets the requirements of most contracts, employers and complies with OSHA and NIOSH guidelines. Attendees should be aware that most states require government employees to, at a minimum, comply with the provisions of this Regulation.
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