



Continuing Education Information

Florida Department of Health has reviewed the 2020 WWETT Show agenda. Dependent on the classes the attendee chooses, Florida DOH is offering:

- Up to 8 hours max on Monday, February 17
- Up to 3 hours max on Tuesday, February 18
- Up to 6 hours max on Wednesday, February 19
- Up to 4 hours max on Thursday, February 20

Additionally, attendees can receive credit for no more than one (1) hour of business practice or office management for every two (2) hours of technical sessions.

Approved Sessions:

Monday, February 17, 2020

MO02	Outside the Box; Trenching and Excavation for Plumbers	1.0
MO03	Complete Pump System Design	1.0
MO05	Improve the Operation and Success of Your Portable Sanitation Business	2.0
MO06	Creating Great Techs From the Younger Workforce	1.0
MO07	Using Technology to Keep Customers in the Loop	1.0
MO08	Why Drainfields Fail - 6 Major Issues	1.0
MO10	The Buyers Guide: Success in Purchasing Equipment and Supplies	2.0
MO11	Choosing Your Prospect: The Key To Efficient Selling	1.0
MO13	More Than Just Dirty; Pathogen Exposure to Workers in the Onsite Industry	1.0
NAWT	NAWT One-Day Inspector Certification Course	8.0
NOWR	NOWRA One-Day Installer Class	8.0
PSAI	PSAI New Service Tech Training for Portable Sanitation Professionals	8.0
WKSH	Profitability Playbook	3.0

Tuesday, February 18, 2020

TU01	Modern Consumer Behavior and Marketing That Works	1.0
TU03	Putting Your Best Face Forward on Facebook in the Portable Sanitation Industry	1.0
TU05	Operations and Maintenance Friendly Design and Install of Septic Systems	1.5
TU07	Be a Five-Star Business by Improving Your Online Presence	1.0
TU08	Improved Profit, Health & Safety Using EPA Safer Choice Bio-Remediation...	1.0
TU09	New Technology Tools that Help Restroom Trailer Fleet Owners Make More Money	1.0
TU10	Quality of Life: The New Employee Retention Model	1.0
TU11	Advanced Troubleshooting of Onsite Systems	1.5
TU12	Getting Comfortable Being Uncomfortable: Developing a Prosperity Plan	1.0
TU13	Tips on How to Improve Your Website, Social Media and Blog	1.0
TU14	6 Surprising Strategies for Increasing Profits with GPS Tracking	1.0

Wednesday, February 19, 2020

WE02	Introduction to the Art of Installation	1.0
WE03	Principles of Water Movement in Soil Treatment Systems	1.0
WE05	Submersible Wastewater & Effluent Pump Differences & Proper Applications	1.0
WE06	Legality, Liability. Professional Ethics and Common Sense Best Practices..	1.0
WE07	Build a Business You Love: Don't Make Your Job Harder Than It Needs To Be	1.0
WE08	OSHA Confined Space Entry/Air Monitoring (OSHA Reg.1910.146) Overview	1.0
WE10	Soils and the Installer - What You Need to Know	1.5
WE11	Introduction to Key Soil Properties for Design	1.5
WE12	New Standards/New Future for Portable Sanitation and Nonsewered Waste Systems	1.5
WE14	Submersible Pump Application, Design, Sizing and Servicing	1.5
WE15	Locating and Recording the Condition of All System Component	1.5
WE16	Business Exit Strategies: Selling Your Company on Your Terms	1.5
WE17	Q&A Panel for New Professionals	1.5
WE19	Installing Effective Technology Component	1.5
WE20	Design of Pressure Distribution	1.5
WE21	Preparing for Extremes in Portable Sanitation	
WE23	Troubleshooting Floats and Onsite Septic Controls	1.5
WE24	Locating and Recording the Condition of Treatment Field and Components	1.5
WE25	Ten Tips for Marketing Success and Fast-Track Growth	1.5
WE26	OSHA Focus Four Hazards	1.5
WE29	What Are the Soils Telling Us?	1.0
WE30	Systems Operation & Wastewater Treatment Troubleshooting...	1.0
WE31	The Essentials of Septic Tank Design	1.0
WE33	Alternative Pump Controls	1.0
WE34	Increasing Service Profitability by Using These 4 Steps	1.0
WE35	OSHA Trenching and Excavation Safety	1.0
WE36	Q&A Panel for Women in the Industry	1.0
WE38	Installing a System That "Needs a Lift"	1.0
WE40	Making Infiltrative Decisions During Design	1.0
WE42	Everyone Communicates, Few Connect	1.0
WE43	Your Website Is Your Face to the World: Does It Reflect Who You Are?	1.0

Thursday, February 20, 2020

TH01	Understand Your Market and Set Your Strategies - Finding Your Niche	1.0
TH07	The Fortune Is In the Follow-Up	1.0
TH13	Bodies Don't Lie - Reading and Portraying Body Language	1.0
CERT	OSHA Confined Space Entry and Air Monitoring Certification Class	4.0

CE Hours Process:

- WWETT will submit your attendance to Florida Department of Health if you do the following:
 - **Register for each session (preselect your classes) you want credit for and get scanned at the door. Register + scan = proof of attendance/receive credit.**
 - Include your Florida license number when you register for the show in the Continuing Education section.
 - Sign in on the sheet provided for Florida credit at the table outside each session.
- An email notification will be sent approximately six weeks post show with instructions to download your certificates of completion to keep on file for your own records.