

**ESA**<sup>®</sup>  
NATIONAL TRAINING SCHOOL

**VOLUME  
TRAINING  
DISCOUNTS**



**ESA  
MEMBERS  
ONLY**



ESA member companies have the advantage of choosing from a number of ways to obtain training they want, in the form they prefer and at the price they deserve.

## PRIVATE CLASSES

For companies that want an industry expert providing instruction, ESA's National Training School offers private classes. Pick the course, dates and time that fits your company's needs! Prices reflected include a digital copy of the course manual and proctored exam. If your prefer a hard copy of the manual, an additional fee of \$30 plus shipping will be added to your invoice.

**Tier 1 Courses:** Certified Alarm Technician Level I • BASA/FASA Certified Alarm Technician Level I\* • Oklahoma Certified Alarm Technician Level I • Advanced Intrusion Systems • Fire Alarm Installation Methods • Electronic Access Control • Oklahoma Electronic Access Control • Video System Technologies • Oklahoma Video System Technologies • Montana 16-Hour Security Alarm Installer • Professional Fire Alarm Design • Security Sales Essentials (two-day course) • Troubleshooting, Service & Maintenance

Number of Students	Non-Member Rate	1-15*	16-30	31-50	51-64	65+
	\$532	\$380	\$350	\$330	\$310	\$290

\*Florida ECLB Provider #0000856 / Course # 0007492 & 0007491

**Tier 2 Courses:** International Building Code • Life Safety Code • Residential Fire Alarm • Texas-Residential Fire Alarm Technician • Understanding Electronic Security Systems

Number of Students	Non-Member Rate	1-15*	16-30	31-50	51-64	65+
	\$364	\$260	\$240	\$225	\$210	\$195

\*ESA Training School - Texas DPS-PSB License #Y00111 Texas SFMO Training School License #FAS-1854887

**Tier 3 Courses:** Florida FASA/BASA (initial 14-hour course) • Texas 18-Hour Alarm Level I

Number of Students	Non-Member Rate	1-15*	16-30	31-50	51-64	65+
	\$399.00	\$285.00	\$265.00	\$250.00	\$235.00	\$220.00

ESA Training School - Texas DPS-PSB License #Y00111 Texas SFMO Training School License #FAS-1854887  
Florida ECLB Provider #0000856 / Course #0801167 & #0801166

\* Minimum number of students required

ESA Training School - DPS Texas License #Y00111 Texas SFMO Training School License #FAS-1854887 Florida ECLB Provider #0000856

# PRIVATE CLASSES

**Virginia Electronic Security Technician Course for Electronic Security Technicians:** Includes 30E Electronic Security Core Subjects (4 hours) • 35E Electronic Security Technician Entry-Level (10 hours) • Electronic Security Technician's Assistant - 30E Electronic Security Core Subjects Entry-Level (4 hours)

Number of Students	Non-Member Rate	1-15*	16-30	31-50	51-64	65+
	\$315.00	\$225.00	\$205.00	\$190.00	\$175.00	\$160.00

Electronic Security Association-National Training School - Virginia DCJS Certification #88-10068

# ONLINE COURSES

**Power User Discount Packages for NTS Core Courses** - All of ESA's most popular courses are available for self-paced, on demand learning. Take advantage substantial discounts by pre-purchasing in bulk! Prices reflected include a digital copy of the course manual and proctored exam. If your prefer a hard copy of the manual, an additional fee of \$30 plus shipping will be added to your invoice.

**Category A Courses:** Certified Alarm Technician Level I • BASA/FASA Certified Alarm Technician Level I\* • Oklahoma Certified Alarm Technician Level I • Advanced Intrusion Systems • Fire Alarm Installation Methods • Electronic Access Control • Oklahoma Electronic Access Control • Video System Technologies • Oklahoma Video System Technologies

Pre-Purchase Number of Courses	*Non-Member Rate Per Course	*Member Power User Total Per Course	Member Power User SAVINGS!
<b>Including DIGITAL Course Materials</b>			
<b>1 - 15</b>	<b>\$440</b>	<b>\$308</b>	<b>\$132 - \$1,980</b>
<b>16 - 30</b>	<b>\$440</b>	<b>\$275</b>	<b>\$2,640 - \$4,950</b>
<b>31 - 50</b>	<b>\$440</b>	<b>\$250</b>	<b>\$5,890 - \$9,500</b>
<b>51-74</b>	<b>\$440</b>	<b>\$225</b>	<b>\$10,965 - \$15,910</b>

\*Florida ECLB Provider #0000856 / Course No.: FASAeb 0801518 & BASAeb 0801517

\* Minimum number of students required

ESA Training School - DPS Texas License #Y00111 Texas SFMO Training School License #FAS-1854887 Florida ECLB Provider #0000856

# NTS ONLINE

**Category B Courses:** Montana 16-Hour Security Alarm Installer • Security Sales Essentials (two-day course) • Troubleshooting, Service and Maintenance • Texas 18-Hour Alarm Level I • Texas Residential Fire Alarm Technician

Pre-Purchase Number of Courses	*Non-Member Rate Per Course	*Member Power User Total Per Course	Member Power User SAVINGS!
Including DIGITAL Course Materials			
1 - 15	\$350	\$245	\$105 - \$1,575
16 - 30	\$350	\$215	\$2,160 - \$4,050
31 - 50	\$350	\$200	\$4,650 - \$7,500
51-74	\$350	\$182.25	\$8,555.25 - \$12,413.50

ESA Training School - DPS Texas License #Y00111; Texas SFMO Training School License #FAS-1854887

**Category C Courses:** International Building Code • Life Safety Code • Understanding Electronic Security Systems

Pre-Purchase Number of Courses	*Non-Member Rate Per Course	*Member Power User Total Per Course	Member Power User SAVINGS!
Including DIGITAL Course Materials			
1 - 15	\$280	\$196	\$84 - \$1,260
16 - 30	\$280	\$175	\$1,680 - \$3,150
31 - 50	\$280	\$160	\$3,720 - \$6,000
51-74	\$280	\$145	\$6,885 - \$9,990

ESA Training School - DPS Texas License #Y00111; Texas SFMO Training School License #FAS-1854887

## BASA/FASA 14 Hour Online - Initial Licensing Course

Pre-Purchase Number of Courses	*Non-Member Rate Per Course	*Member Power User Total Per Course	Member Power User SAVINGS!
1 - 25	\$250	\$199.60	\$50.40 - \$1,260
26 - 50	\$250	\$189.00	\$1,586 - \$3,050
51+	\$250	\$179.00	\$3,621+

\*Florida ECLB Provider #0000856 / Course No.: FASAeb 0801688 & BASAeb 0801689

## BASA/FASA 6 Hour Renewal Online

Pre-Purchase Number of Courses	*Non-Member Rate Per Course	*Member Power User Total Per Course	Member Power User SAVINGS!
1 - 25	\$124	\$99	\$25 - \$625
26 - 50	\$124	\$95	\$754 - \$1,450
51+	\$124	\$90	\$1,734+

Florida ECLB Provider #0000856 / Course No.: FASAce 0801752 & BASAce 0801751

\*Pricing reflected includes the proctored exam fee. Online courses must be taken within 18 months from the time of purchase.

# NTS ONLINE

## OSHA 10 Hour Construction

Pre-Purchase Number of Courses	*Non-Member Rate Per Course	*Member Power User Total Per Course	Member Power User SAVINGS!
1 - 25	\$110.60	\$79	\$31.60 - \$790
26 - 50	\$110.60	\$70	\$1,055.60 - \$2,030
51+	\$110.60	\$65	\$2,325.60+

Ineligible for CEU Hourly Bundle Registrations - OSHA Courses provided by a third party vendor

## CEU BUNDLES

For your employees that need CEUs to renew their license or maintain their certification, we offer CEU Hourly Bundled Packages. These bundled packages allows you to purchase CEU hours in bulk. You have 18 months from the time of purchase to use all the CEU hours. You can view ESA CEU course selections at [COURSES.ESAWEB.COM/CEU](https://COURSES.ESAWEB.COM/CEU)



CEU Hourly Bundles	Cost Per Hour	Package Price	
100 CEU Hrs	\$18	\$1,800	SAVE \$700
200 CEU Hrs	\$16.25	\$3,250	SAVE \$1,750
300 CEU Hrs	\$15	\$4,500	SAVE \$3,000
400 CEU Hrs	\$14	\$5,600	SAVE \$4,400
500 CEU Hrs	\$13	\$6,500	SAVE \$6,000
1000 CEU Hrs	\$11.75	\$11,750	SAVE \$13,250
2500 CEU Hrs	\$10.00	\$25,000	SAVE \$37,500
5000 CEU Hrs	\$7.50	\$37,500	SAVE \$87,500

\*Package savings vs the regular member rate of \$25 per hour.



# ONLINE CEU COURSES



## FIRE

**Codes and Standards Refresher** – 1 hour

**Codes and Standards Refresher, including NEC** – 2 hours

**Ethical Client Relations** – 1 hour

**Fire Alarm Systems for Households** - 2 hours

**Installation Basics for Residential Fire** - 3 hours

**Life Safety and Building Codes** - 10 hours

**Life Safety and Fire Alarm Systems** – 1 hour

**Life Safety and Occupancies** – 3 hours

**Methods to Reduce False Alarms** – 2 hours

**National Electrical Code as it Applies to Fire Alarm Systems** – 1 hour

**Residential Fire Alarm** – 7 hours

**Troubleshooting Fire Alarm Devices** – 1 hour



## INTRUSION

**Access Control for Sales Agents** – 8 hours

**Access Control** – Practical Application of Electronics and Control Panels - 2 hours

**Basic Math for Security Professionals** – 1 hour

**Codes and Standards Refresher, including NEC** – 2 hours

**Egress Control and Exit Devices** – 2 hours

**Egress Control and Exit Devices** – 2 hours

**Electronic Theory Refresher** – 3 hours

**Incident Reports for Security Professionals** – 1 hour

**Managing Projects Effectively** – 3 hours

**Math Refresher** - 3 hours

**Physical Science and Security Professionals** – 1 hour

**Power and Electricity** - 6 hours

**Power and Electricity with National Electrical Code** - 7 hours

**Practical Sensor Applications** - 2 hours



## WORKPLACE ESSENTIALS

**Basics of Customer Service** – 3 hours

**Civility in the Workplace** – 1 hour

**Conflict Resolution** – 2 hours

**Creative Problem Solving** – 1 hour

**Cyber Threat Preparedness** – 4 hours

**Ethical Client Relations** – 1 hour

**Goal Setting and Getting Things Done** – 1 hour

**Handling a Difficult Customer** – 1 hour

**Time Management** – 1 hour

**Workplace Diversity** – 1 hour

**Workplace Harassment** – 1 hour

**Workplace Violence** – 1 hour

# ONLINE CEU COURSES



## NETWORKING

**Fundamentals of Networking** – 4 hours

**Networking 101: Basics** – 1 hour

**Networking 102: Protocols** – 1 hour

**Networking 103: Data Transmission** – 1 hour

**Networking 104: Hardware** – 1 hour

**Networking 105: Administration of Networks** – 1 hour

**Networking 106: Basic Network Troubleshooting** – 1 hour

**Residential Networking Basics** – 4 hours

**Structured Wiring and the Security Industry** – 6 hours

**Wireless Systems 101: Standards** – 1 hour

**Wireless Systems 102: Components** – 1 hour

**Wireless Systems 103: Troubleshooting** – 1 hour



## SERVICE

**Basic Circuit Troubleshooting & Testing** – 2 hours

**Home Theater Demystified** – 4 hours

**Introduction to the Digital Home** – 4 hours

**Maintenance & Inspection Processes to Avoid Trouble** – 1 hour

**Troubleshooting Surveillance Video Systems** – 1 hour

**Troubleshooting Communications and Notification Devices** – 1 hour

**Troubleshooting Fire Alarm Devices** – 1 hour

**Troubleshooting Intrusion Alarm Devices** – 1 hour

**Troubleshooting Panels and Power Supplies** – 1 hour

**Troubleshooting Using Test Equipment** – 2 hours

**Troubleshooting, Service and Maintenance CEU Series** – 6 hours



## SALES

**Approaching a New Client - Laying the Groundwork** – 1 hour

**Asking the Right Questions to Identify your Client's Needs** – 1 hour

**Closing Techniques to Effectively Close the Deal** – 1 hour

**How to Present the Best Solution for your Client's Needs** – 1 hour

**Introduction to Commercial Sales** – 1 hour

**Prospecting for Potential Clients** – 1 hour

**Selling Commercial Access Control Systems** – 1 hour

**Selling Commercial Fire Alarm Systems** – 1 hour

**Selling Commercial Intrusion Systems** – 1 hour

**Selling Commercial Systems Effectively** – 4 hours

**Selling Commercial Video Surveillance Systems** – 1 hour

**Selling Integrated Systems** – 1 hour



## SAFETY

**Incident Reports for Security Professionals** – 1 hour

**Job Safety and False Alarm Reduction** – 2 hours

**Job Safety Reminders** – 1 hour

**OSHA (Construction)** – 10 hours

**OSHA (Construction)** – 30 hours

**Safety Practices** – 3 hours

**Scaffolding, Lifts and Fall Protection** – 1 hour



## VIDEO

**Video - Auxiliary Equipment, System Design and Recording** – 2 hours

**Video - Camera and Lens Considerations** – 1 hour

**Video Monitor Selection & Troubleshooting Analog and Digital Video Systems** – 1 hour

**Video Systems for Sales Agents** – 11 hours

**Video Transmission Media** – 1 hour



## FOR MORE INFORMATION:


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