



# VIRTUAL IRRIGATION BUSINESS TRAINING

Sponsored in cooperation with:



**EARN 6 IRRIGATION & 4 BUSINESS CEU'S IN ONE SESSION!**

**MONDAY NOVEMBER 15<sup>TH</sup> | ZOOM MEETING**

**7 am [3 hours]**

## **New Irrigation Technology and/or Smart Irrigation Related**

Hunter • Rain Bird • Toro/Irritrol • Baseline • WeatherTrak • K-Rain

During this course all the vendors will discuss their product and why it is the perfect tool for what the contractor needs for the project. Vendors will discuss smart irrigation options, central controls, and new products. This will assist contractors in new products that will help to conserve water and lower cost for the end user.

**10 am [2 hours]**

## **Defining Your Strengths and Weaknesses**

Once companies assess strengths and weaknesses they can find where their companies are weak and work on those areas. Stronger companies help the entire industry.

**12 pm [1 hour]**

## **Conventional Irrigation System Troubleshooting 101**

In this class we will cover different ways to troubleshoot conventional wiring on existing irrigation system. In this class we will also discuss proper techniques with troubleshooting devices.

**1 pm [1 hour]**

## **Two Wire Troubleshooting 101**

In this class we will offer different troubleshooting ideas and strategies for two-wire irrigation systems. We will also discuss different must have tools for troubleshooting.

**2 pm [1 hour]**

## **Improving Site Management with System Audits and Central Control**

This 1 hour course will talk about new Site Management tools and Central Controls that will upgrade the performance and efficiency of large irrigation sites.

**3 pm [1 hour]**

## **Sales Strategies for Successful Companies**

This 1 hour class will discuss different sales strategies companies can use to diversify themselves as well as boost sales.

**4 pm [1 hour]**

## **Impacts of COVID-19 to our Industry**

During this 1 hour course we will discuss the different issues that Covid has caused in our industry. In this we will discuss supply chain issues for all distributors. Talk about the importance of proactive planning and ordering for contractors. Also discuss how Covid has changed our industry moving forward.

***\$25/Attendee • Register Online***

***Go to Events at [www.smithturf.com](http://www.smithturf.com) to register!***