



# SEAN SAMSON TRAINING

YOUR PATH TO BECOMING "THE PREFERRED SOURCE"



SEAN SAMSON TRAINING  
— BE THE PREFERRED SOURCE —

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At Sean Samson Training we are the leaders in world-class customizable, industry specific training solutions for Electrical, Mechanical, Service and Construction based businesses in the areas of Sales, Project Management, and Technical Training. Utilizing our **5 Reasons Selling System®** proprietary tools and methodology, our training is designed to complement those areas and gaps within the unique niche and structure of your contracting business.

Our hands-on, global-ready training sessions have been communicated in 15 countries, serving over 200 contractors worldwide. With a fundamental focus on developing key individual skills and core competencies that contain collaborative discussions and incorporate interactive methods and strategies.

Driving revenue and developing top performers, while creating a culture of synergistic leaders is what we do. Let us help you futureproof your business today, let us help you become "The Preferred Source".

# CUSTOMIZE YOUR PATH – TRAINING MODULE SELECTION

## SALES

- Learn the **Do's** and **Don'ts** in obtaining first time appointments
- Setting the actual first-time appointment using proven scripts and phone call techniques
- Learn to develop an **"Elevator Pitch"** that will have a lasting business and personal impact making you the **"Preferred Source"**.
- Mastering the power of Mind Mapping
- Sales Process vs. Sales Cycle
- 10 Steps In "Referral Prospecting" 1.0
- Creating A Meeting Agenda using the T.A.C. System
- The anatomy of a first time "Discovery Call"
- Introduction to the **5 Reasons Selling System®** and **"The 5 Reasons Why People Don't Buy"**
- A step by step approach to prospecting for new business
- The 80/20 Rule - Sales Topics and Discussions Part 1
- Understanding the Customers vs. Client distinction
- Sales Topics and Discussions Part II (Continued)
- Objections Handling Workshop
- "Discovery Call" Role Plays
- Stop Selling Individual Testing Methods and Start Selling NFPA 70E Compliance
- Demo and Presentation Training
- Examining Win/Loss Proposals or Quotes
- The Power Of The "Customer Information" sheet
- Obtaining customer commitment for Repairs and Pull-Through Work - Utilizing the Electrical Maintenance Analysis (EMA) Report
- Increase your win rate using the "Verification" meeting
- "Verification" meeting Role Plays
- Active Listening & Concentration Workshop
- Closing The Deal Workshop
- Introduction to the 2021 NFPA 70E Electrical Standard (1 Day Seminar)
- Introduction to the 2021 NFPA 70E Electrical Standard (3 Day Seminar)

## PROJECT MANAGERS

- Learn the **Do's** and **Don'ts** in obtaining first time appointments
- Setting the actual first-time appointment using proven scripts and phone call techniques
- Learn to develop an **"Elevator Pitch"** that will have a lasting business and personal impact making you the **"Preferred Source"**.
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- Introduction to Managing an Owner Direct Sales Team
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- Introduction to Blueberry Management
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- Introduction to the 2021 NFPA 70E Electrical Standard (3 Day Seminar)

# CUSTOMIZE YOUR PATH – TRAINING MODULE SELECTION

## TECHNICAL TRAINING

- Learn to develop an **“Elevator Pitch”** that will have a lasting business and personal impact making you the **“Preferred Source”**.
- Mastering the power of Mind Mapping
- 10 Steps In “Referral Prospecting” 1.0
- Objections Handling Workshop
- Stop Selling Individual Testing Methods and Start Selling NFPA 70E Compliancy
- Obtaining customer commitment for Repairs and Pull-Through Work - Utilizing the Electrical Maintenance Analysis (EMA) Report
- Introduction to the 2021 NFPA 70E Electrical Standard (1 Day Seminar)
- Introduction to the 2021 NFPA 70E Electrical Standard (3 Day Seminar)



## Learn the **Do's** and **Don'ts** in obtaining first time appointments



Learning Objective: Appointment Setting 1.0



90 Minutes



5 - 50



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It's no secret that making phone calls and getting to the right person, the decision maker is really just the beginning in a successful sales process. However, having the right phone call sales pitch can have a serious effect on your business bottom line almost immediately. But with millions of sales people hitting the phones every day, what makes you so different? In this workshop you will be exposed to pre-recorded, real industry cold calls made by real sales people. We will break down each call, diagnose specific call issues, grade each one individually, making real time changes for improvement. Now imagine how prepared you'll be when making that next appointment.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## Setting the actual first-time appointment using proven scripts and phone call techniques



Learning Objective: Appointment Setting 2.0



90 Minutes



5 - 50

The key to successfully setting a first-time meeting is what we "Don't" say over the phone. According to Forbes magazine, over 76% of sales people use first time calls to try and build value with their product or service and sell over the phone, with less than 25% actually landing the appointment when doing so. In this training session you'll have access to industry proven phone scripts for (cold calls, warm calls and referral calls) utilizing the power and effectiveness of role-playing sessions. When following our phone calling scripts, clients have experienced more than an 85% success rate. Securing first time appointments has never been easier using our proven techniques and call flow. Practice, Practice, Practice!

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



Learn to develop an **“Elevator Pitch”** that will have a lasting business and personal impact making you **“The Preferred Source”**



Learning Objective: Developing an effective “Elevator Pitch” 1.0



90 Minutes



5 - 50



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Imagine you’re standing in a hotel lobby scrolling through LinkedIn, when you notice the person standing next to you, who is the head of engineering at the largest hospital in your market. Coincidentally your company specializes in the healthcare industry and would like nothing more than to bring this particular facility on as a client. Now is your chance to introduce yourself and your company and wow this prospect with what it is you do. How many times have you been asked that question? In this session, you’ll build your elevator pitch from scratch as we mind map what it is you do, how you do it and most importantly, why? All while using our elevator pitch tool kit, making it easy to design, develop and remember.

**Instructor:** Sean Samson

**Designed For:** Sales, Project Managers, Technical Training



Mastering the power of “Mind Mapping”



Learning Objective: Capture more ideas and expand your thinking using the power of “Mind Mapping”



90 Minutes



5 - 50

What we do has everything to do with who we prospect to. Going from a linear view to two-dimensional space is one of the best ways to represent new ideas and concepts, and engage visual intelligence through Mind Mapping. In this exercise, we’ll work as a group as we Mind-Map our business getting a better understanding of what we do, how we do it, and why we do it. Organize information faster and better, in real-time using the power of Mind Mapping.

**Instructor:** Sean Samson

**Designed For:** Sales, Project Managers, Technical Training



## Sales Process vs. Sales Cycle



Learning Objective: Learn how to implement and evaluate a Sales Process developing the necessary steps, while gauging an appropriate length of your Sales Cycle



90 Minutes



5 - 50



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Forecasting sales, and understanding when something will close can be one of the most difficult things to track as a sales professional or manager. In this training session, you'll be introduced to both the Sales Process and Sales Cycle, the differences between the two, and certain steps to managing each side. Understanding this systematic approach is what drives top performers.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## 10 steps in "Referral Prospecting" 1.0



Learning Objective: Expanding your market through existing and future referrals utilizing a proven 10 step process



90 Minutes



5 - 50

According to Hubspot, 9 in 10 buying decisions are made with a peer or referral recommendations. However, only 26% of salespeople ever ask for them. One of the best strategies for continued growth and consistent activity is the utilization of referrals through relationships and services you provide. What better way to build your "Market" than using the "go ahead" support of existing customers and clients? In this segment, we'll break down 10 crucial steps in referral type prospecting. Spend less time cold calling on people you don't know, and more time targeting the referrals that lead to quicker sales.

**Instructor:** Sean Samson

**Designed For:** Sales, Project Managers, Technical Training



## Creating a meeting agenda using the T.A.C. system



Learning Objective: Harness the power as you master the fine art of being organized for any meeting



90 Minutes



5 - 50



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Whether its a first time meeting with a prospect or meeting with a customer you do consistent business with, setting up the meeting the right way, can have an amazing and positive effect in the way people listen and how they filter information. In this training session, you'll learn to follow the T.A.C system (Time, Agenda, Conclusion) and the power of being organized and consistent. Now before the start of any meeting, both you and the person you're speaking to will know exactly what you are there to discuss and accomplish.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## The anatomy of a first time "Discovery Call"



Learning Objective: Understanding the importance and significance of the first meeting in the Sales Process, the "Discovery Call"



90 Minutes



5 - 50

Did you know that only 13% of customers believe a salesperson actually understands their needs? In this session, you'll learn the power of great Q&A and the importance of question velocity while developing real-time sales tools that open up a dialog that sets the pace for future relationships using the **5 Reasons Selling System®**. After this session, you'll come out with the understanding and confidence you need to be a top performer.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## Introduction to the 5 Reasons Selling System® and “The 5 Reasons Why People Don’t Buy”



Learning Objective: Handle any opportunity/objection that comes your way utilizing the methodology and programming of the 5 Reasons Selling System ©.



90 Minutes



5 - 50



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If you don't have a well defined selling system, it could be costing you more than you think. In this session we'll examine the 5 Reasons Why People Don't Buy and explore customer psychology that lead to particular buyer decisions. We'll then introduce you to the 5 Reasons Selling System®, the methodology and how to apply the process to each and every quote or estimate you have moving forward providing a “game plan” for success and a higher close rate. Be able to now forecast future selling opportunities in real-time using our exclusive selling system.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## A step by step approach to prospecting for new business



Learning Objective: Finding success using key prospecting methods and identifying prime vertical market targets



3 Hours (two 90 minute sessions)



5 - 50

Most sales people just aren't getting in front of enough prospects, or the right prospects for that matter. According to Forbes, only 15% reached out to over 1000 prospects last year, with 22% actually targeting those prospects that would be a good fit for their organization. Time is money, and when it comes to onboarding new customers you have to have a plan. When prospecting for new business, the idea is to get as many qualified/quality prospects as possible, which requires a plan to identify and target in a short period of time. In this exercise we'll identify specific lead sources, like LinkedIn, Twitter, and Amazon's Alexa, as we coach you through particular qualifying dimensions and criteria, helping you evaluate each prospect and vertical market for that perfect fit. Once completed, you'll be able to identify, qualify, and prioritize real-time opportunities with confidence, leading you to high activity and consistent sales.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers





## The 80/20 Rule - Sales Topics and Discussions Part 1



Learning Objective: Defining the traits and characteristics of Successful Salespeople and Top Performers



120 Minutes



5 - 50



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In the traditional sense, Sales are the activities involved in the exchange of products or services in return for compensation. It is the completion of commercial activity. Beyond this formulaic approach, this session will help create an interpersonal understanding of Sales, relationship selling, human behavior, and what it actually takes to make life easier for buyers. To help us through this process, we'll also be looking at the 7 Habits of Successful Salespeople, and the DNA of Top Performers. Learn what it takes to transform these customer relations into Clients for years to come.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## Understanding the Customers vs. Client distinction



Learning Objective: Define a targeted approach for prospecting that makes you the "Preferred Source"



90 Minutes



5 - 50

What's the definition of a "Market" you say? A market is a group of people who have enough in common, that you start to build a reputation around them. By doing that you immediately become their "Preferred Source". In this training exercise, you'll start to realize that not everyone can be your customer, as we start to break down the individual traits and characteristics of prospects and buyers, making the separation of who's on your Top 20 Client list vs. your Bottom 20 Customer list. Never waste time again prospecting for people that will cost you money. The difference between a customer and a client is in the relationship.

**Instructor:** Sean Samson

**Designed For:** Sales



## Sales Topics and Discussions Part II (Continued)



Learning Objective: A deeper dive into defining the traits and characteristics of Successful Salespeople and Top Performers



90 Minutes



5 - 50



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The brain is ultimately designed to process certain information in specific ways, and reacts accordingly to certain triggers. In this session, we'll discuss particular psychological tactics and topics that will help boost sales awareness, and understand how human nature and personality differences can make or break a relationship. Come away with a better understanding of the psychology of the sale.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## Objections Handling Workshop



Learning Objective: Understand and Manage the most commonly heard objections and learn how to turn them around step by step



90 Minutes



5 - 50

Chances are we are all experiencing the same objections or pushback. Worse yet, sometimes it feels like all we get are objections, so it's useful to break them down into manageable pieces. This is a great exercise designed to help you feel in complete control, as we let our peers handle our most commonly heard objections, and get a feel for how they might turn some of these around. We'll also be working with the 3 R's Technique giving you that extra ammunition and confidence to turn any objection around. Take complete control of the conversation, using proven techniques that help you overcome buyer pushback.

**Instructor:** Sean Samson

**Designed For:** Sales, Project Managers, Technical Training



## "Discovery Call" Role-Plays



Learning Objective: Imitate real-world scenarios and build confidence maximizing the power of video recorded role-plays



Half Day (4 hours)



5 - 50



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Now's your chance to utilize the training techniques, tools, and methods learned in previous modules, through a series of real-life, videotaped role-plays. The Discovery Call is the most important part of the sales process, as it can all begin and end here. A select group of class participants will be picked to showcase their talents as they open up a conversation, set the T.A.C., pace the call, follow the Customer Information Sheet and utilize the 5 Reasons Selling System ©. We'll then view select videotaped role-plays, which the class will break-down as a group and prepare a positive critique of the meeting. Build confidence, develop listening skills and create problem solving diagnoses.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## Stop Selling Individual Testing Methods and Start Selling NFPA 70E Compliancy



Learning Objective: Learn how to consult and package the 6 Steps to NFPA 70E Compliancy using the NEW 2021 Electrical Standard



90 Minutes



5 - 50

Did you know that the NEW 2021 Electrical Standard happens to be one of the biggest and best sales tools you have as a contractor? Though it wasn't designed as such, the standard offers some amazing long term benefits to both you, the contractor, and the customer. In this training session, we'll thoroughly review each of the 6 Steps of NFPA 70E Compliancy, the order in which they should be consulted on to the customer and why, and most importantly how to package and sell compliancy using our **5 Reasons Selling System®**. Stop selling individual testing methods, and start selling compliancy today!

**Instructor:** Sean Samson

**Designed For:** Sales, Project Managers, Technical Training



## Introduction to Managing an Owner Direct Sales Team



Learning Objective: Clarify best practices, responsibilities, and expectations of managing an owner direct sales team



90 Minutes



5 - 50



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So you're in charge of a sales team full of pros and newbies! The pressure is on you to perform and to get the whole team performing as well. Where do you start? How do you motivate everyone to sell? How do you set challenging yet attainable sales targets? How do you train and increase the skills of your team? How do you get their respect? If you're looking for answers to some of these questions, then you're in luck. In this session, we'll share with you our proprietary roadmap in how to run an effective 60 minute weekly (DPE) Discussion, Plan and Execution sales meeting, including the following topics

- Sales management best practices
- Onboarding new talent
- Coaching and upskilling
- Developing a sales plan
- Tracking sales quotas and activity using CRM's
- Incentivizing individuals and team commissions

Learn what other contractors are doing across the country and around the world, as they scale their business and/or manage owner direct sales teams just like you.

**Instructor:** Sean Samson

**Designed For:** Sales



## Demo and Presentation Training



Learning Objective: Developing a compelling and motivating company presentation as you prepare, plan, practice and rehearse



90 Minutes



5 - 50

In this hands-on workshop, your team will learn critical new skills for engaging busy prospects, tailoring to their needs, and delivering a compelling message using both text and visual aids that drives the sale forward. Prior to training, participants will develop their own computer-based, or live based demo on the ins and outs and history of their company. Including specialty services, company awards, vertical market focus, and why they believe a customer might choose to move in their direction. They will present it in a simulated selling environment, and receive valuable individual feedback and coaching for improvement from both the class and Sean Samson. Now you can master the art of your story, communicating your message effectively.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## Introduction to Blueberry Management®



Learning Objective: Make leading easy by applying a foundation of success through 4 key ingredients



90 Minutes



5 - 50



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According to Forbes, 20% of first-time managers are doing a poor job, and according to their subordinates 26% of first-time managers feel they were not ready to lead others to begin with. Even worse, almost 60% say they never received any training when they transitioned into their first leadership role. At Sean Samson Training, we'll help you develop great managers, who develop even greater employees. Our **Blueberry Management®** training coaches managers to simply notice more, to ask the right questions and cultivate synergistic teams of leaders utilizing 4 key ingredients.

- **Selection** – Rock star recruiting and onboarding, with an emphasis on understanding interpersonal skills and behavior
- **Expectation Setting** – Aligning each Blueberry with their individual and company goals for long term success
- **Development** – Finding the right role/position within the organization with an emphasis on upskilling and leadership
- **Motivation** – Developing a consistent and positive message to each Blueberry, simultaneously measuring productivity and role/position awareness

Come away with new ideas as you maximize your leadership skills and potential, while maximizing your Blueberries.

**Instructor:** Sean Samson

**Designed For:** Project Managers



## Examining Win/Loss Proposals or Quotes



Learning Objective: Uncover actionable insights and information that can identify opportunities, shorten the sales cycle and win more jobs



90 Minutes



5 - 50

According to a recent study, companies that conduct win/loss analyses have higher retention rates, lead conversion rates, and annual revenue growth versus companies that don't. Despite this, less than 20% of companies actually conduct win/loss analysis. Keeping up with Win/Loss ratios allows you to see how sales activity and total potential deals is turning into new customers (or not). In this session, attendees are asked to share at least one win and one lost proposal with the class. Characteristics of the win/loss will be developed by the class and discussed as we look at sales data, prospect feedback, demographic data and the overall sales process utilizing the methodology of the **5 Reasons Selling System®**. Remember the better the sales process, the shorter the sales cycle. A perfect way to make real-time adjustments that will increase the company bottom line instantaneously.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## The Power Of The "Customer Information Sheet"



Learning Objective: Knowledge is power as you learn the importance of obtaining and filtering information using the "Customer Information Sheet"



90 Minutes



5 - 50



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There are a string of reasons why salespeople struggle, but one of the biggest is due to lack of information gathered during first time Discovery calls, and throughout the sales process. Obtaining the correct and most up to date customer information, is absolutely critical when moving the sales process forward, yet according to Hubspot over 70% of salespeople ever take notes, or use any type of information gathering tool at all. In this session you'll be introduced to the "Customer Information Sheet", an industry specific information gathering tool designed for active sales professionals in the contracting arena. Learn how to effectively set up the conversation and engage customers, develop trust, uncover budgets and decision makers, understand the history of the facility, discuss upcoming projects or maintenance, as you simultaneously create a need for you and your services in real time. Never again walk into, or out of a meeting unprepared as you track your client's history and demand in an organized way using the "Customer Information Sheet".

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## Obtaining customer commitment for Repairs and Pull-Through Work - Utilizing the Electrical Maintenance Analysis (EMA) Report



Learning Objective: Learn to consistently sell repairs and pull-through work found during regular Electrical Maintenance & Testing



3 Hours (two 90 minute sessions)



5 - 50

Contractors everywhere have now gone the route of adding Infrared Thermography, or services in the likes thereof in the hopes of capitalizing on repairs and pull-through work that come with electrical maintenance and testing. However not only is the equipment a big expense, but training particular personnel to perform the work is a high cost in itself. While obtaining the repairs and pull-through work can be very lucrative, most contractors rarely ever see the return on investment or the growth they hope for. In this session, using our exclusive Electrical Maintenance Analysis (EMA) Report template, live role plays and our **5 Reasons Selling System®**, we'll show you how to develop, consult and sell the repairs and obtain an actual start date for the work. Learn to get an average of 3 to 1, 4 to 1, and even 5 to 1 pull-through for every maintenance dollar you sell using our exclusive system. You've spent a lot of money developing additional revenue streams for your business, never leave the meeting again without a customer commitment to move forward.

**Instructor:** Sean Samson

**Designed For:** Sales, Project Managers, Technical Training



## Increase your win rate using the "Verification" meeting



Learning Objective: Shorten the sales cycle time and gain immediate customer commitment when you utilize the "Verification" meeting



90 Minutes



5 - 50



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Let's say a salesperson closed 10 deals out of the 40 they were working on, the close ratio in this case would be 25%. But imagine closing 20, or even 30 out of 40? You can and you will, using the third and final step in our Sales Process, the "Verification" meeting. This meeting is the last step in the sales process, making it absolutely critical in determining whether or not a customer will make the decision and choose to move in your direction. When followed correctly, the "Verification" meeting puts customers in a frame of mind that prioritizes the strongest benefits of your case, thus reminding customers how they got to the point they're at today and why services like the ones you're recommending make sense for their business. In this training session using our **5 Reasons Selling System®**, we'll coach you through the 3 stages of the "Verification" meeting process, using key sales tools like the "Customer Information Sheet", "Cost Benefit Analysis", and industry specific closing techniques learned in previous training modules. Gain customer commitment, schedule a start date, and open up more relationships when you follow the "Verification" meeting.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## "Verification" meeting Role Plays



Learning Objective: Imitate real-world scenarios and build confidence maximizing the power of video recorded role-plays



Half Day (4 hours)



5 - 50

It's time to win more business utilizing "Verification" meeting and video recorded role-plays. Implementing real-life scenarios have never been more important, as a select group of class participants will be picked to showcase their talents as they set the T.A.C., pace the call, and follow the three step process of the "Verification" meeting flow. We'll then view select recorded role-plays, which the class will then break-down as a group and prepare a positive critique of each meeting. Increase your win rate and walk away with a complete understanding of how critical having the right information can be. Do you have the information needed to close the deal?

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## Active Listening & Concentration Workshop



Learning Objective: Learn to develop the skills and habits necessary to be better listeners and conversationalists while improving your level of curiosity.



90 Minutes



5 - 50



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Effective listening is an active rather than a passive activity, which takes a particular amount of energy and concentration. Almost everyone sincerely believes that he or she listens effectively. Consequently, very few people think they need to develop their listening skills. But, in fact, listening effectively is something that very few of us do well. It's not because it's so difficult, it's that we were never taught the skillsets in how to master these.

Upon completion of this session, you'll learn how to get more information from the people you're calling on, be able to increase others' trust in you, learn to reduce conflict, better understand how to motivate others and inspire a higher level of commitment from your peers and customers. All through listening and concentrating effectively.

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers





## Closing The Deal Workshop



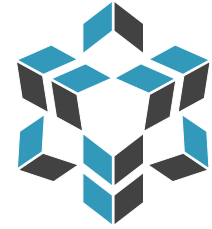
Learning Objective: Closing the deal is a learned skill. You're not paid to sell you're paid to "Close". Learn the Closing strategies and techniques of the "Top Performers" and never leave the negotiating table again without getting the customers commitment to saying "Yes".



120 Minutes (two 60 minute sessions)



5 - 50



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The close ratio is a measure of a salesperson's efficiency. It's calculated by dividing the number of closed deals by the number of proposals the salesperson has pending. Unfortunately, the average close rate in the Business & Industrial Industry sector is at a mere 27%.

There are various reasons why many sales people can't close or shy away from asking for the sale, such as the fear of getting rejected or perhaps not wanting to come across as being too pushy. So how do we turn that around? What we found is that the majority of sales people simply lack the amount of closing techniques and strategies needed to commit buyers to doing business with them. The bottom line is you either sell or be sold. The reality is by not closing your own deal, you're closing someone else's.

In this session we'll provide your team with over 30 proven sales closing strategies, techniques and methods they can use immediately giving them the ammunition, confidence and the bigger playbook they need to be "Top Performers" and Close more deals!

**Instructor:** Sean Samson

**Designed For:** Sales & Project Managers



## Introduction to the 2021 NFPA 70E Electrical Standard



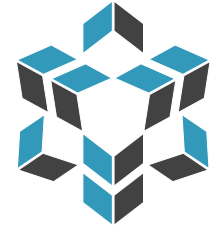
Learning Objective: Hazards of Arc Flash and Safety In The Workplace Requirements 1.0



1 Day Seminar



5 - 50

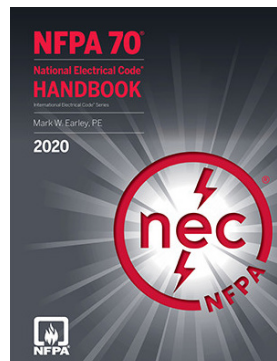
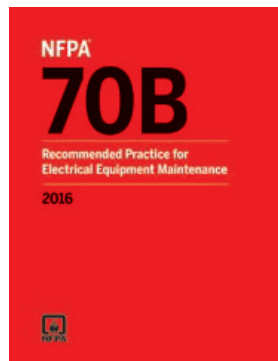
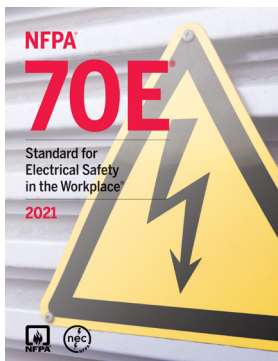


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Sean Samson Training proudly offers a one-day NFPA 70E training class through Megawatt Training and Consulting, focusing on chapter 1. During this class, students will understand the requirements flowing down from the Occupational Health and Safety Administration (OSHA) requirements of 10CFR 1910.300 Subpart S for electrical safety. The class also provides an overview of the NFPA 70 series of documents and how they interact with one another. i.e. 70, 70E, and 70B. There will be physical demonstrations for inspections of meters, tools, equipment, and PPE with demonstrations for donning and doffing PPE. As well as handouts for meters and glove requirements, with videos of arc flash testing for clothing and equipment failures, and class workbook. All active class participants will, upon completion of the class performance review, be issued an 8.0 contact hour certificate for NFPA 70E.

**Instructor:** Kiley Taylor

**Designed For:** Sales, Project Managers, Technical Training





## Introduction to the 2021 NFPA 70E Electrical Standard



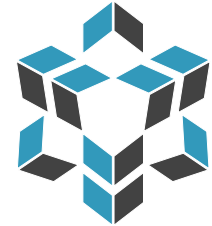
Learning Objective: Hazards of Arc Flash and Safety In The Workplace Requirements (a complete class description is available upon request)



3 Day Seminar



5 - 50



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Sean Samson Training proudly offers a 3 day NFPA 70E training seminar through Megawatt Training and Consulting, focusing on all 3 chapters. During this class, students will understand the requirements flowing down from the Occupational Health and Safety Administration (OSHA) requirements of 10CFR 1910.300 Subpart S for electrical safety. The class also provides an overview of the NFPA 70 series of documents and how they interact with one another. i.e. 70, 70E, and 70B. NFPA 70E has many requirements throughout the document, from administration, to programmatic, lockout/tagout, oversight and supervision, training of qualified and non-qualified workers, host and subcontractor requirements.

You will learn the history of 70E and how the revisions are done, covering the arrangement and layout. Plus, all three chapters of 70E will be discussed, including the informational annexes.

**Chapter 1** - Safety Related Work Practices

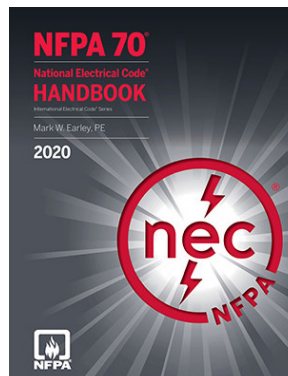
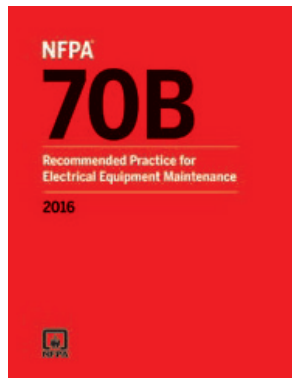
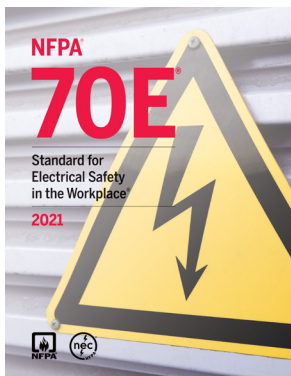
**Chapter 2** - Safety-Related Maintenance Requirements

**Chapter 3** - Safety Requirements for Special Equipment

A class workbook will be provided by Megawatt Training. Class participants upon completion of the performance review, will be issued an 8.0 contact hour certificate for NFPA 70E.

**Instructor:** Kiley Taylor

**Designed For:** Sales, Project Managers, Technical Training



# CUSTOMIZE YOUR PATH



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For companies looking to incorporate new training options, the advantages of onsite or face to face coaching and instruction could never outweigh those of online learning. However, we understand that safety and efficiency are extremely important to businesses today, as many organizations shift to virtual training solutions and webinars.

That's why at Sean Samson Training we're here to help companies navigate through these changing times, with rapid delivery of our customized training modules through our live instructor-led sessions, making all of our training available in a virtual setting. Whether onsite, or online you can be sure that your team will receive the best industry specific training available today.

Learning is a complex phenomenon, and at Sean Samson Training results absolutely matter. When determining the effectiveness and success of our training, we utilize the power of online assessments which facilitates quick and clear reports on candidate results and progress in real-time, collecting the necessary statistics and evaluations for each individual, and individual training module. Once the post-training evaluation and assessment is complete and data has been attained, we share those results with you giving both our clients and Sean Samson Training an immediate opportunity to make instantaneous adjustments, making sure all participants are meeting the stated outcomes and goals.

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- ▶ Coaching / Training / Speaking (Per Day): \$3,000
  - ▶ Sales Summit 2 Day Seminar: \$5,500 \*Designed for reps who want to outperform their peers and crush their quota\*
  - ▶ To confirm a measurable return on investment, we recommend a customized, multi-year, immersion-based training program \*Customize your path personally with Sean Samson\*
- Fees do not include Air, Hotel & Rental Car if necessary. International travel rates may vary.
  - 10% discount if event is held within 150 miles of Cleveland, Ohio.
  - Cancellations require a 60 day written notice. If less than 60 days, 50% of the quoted fee and expenses will be owed to Sean Samson Training, LTD.
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