

2 DAY *SERVICE & MAINTENANCE* *MASTER CLASS*

FOCUSED ON THE NEW NFPA 70E & 70B STANDARDS

Did you know that **NFPA 70E Electrical Standard for Safety in the Workplace**, along with the New **NFPA 70B Standard for Maintenance**, happen to be two of the biggest and best sales tools you have as a contractor?

Though these weren't designed as such, these documents offer long-term benefits such as recurring revenue, multi-year service agreements, and increased negotiated projects.



ADVANTAGES FOR **ATTENDEES**

- ➔ All classroom materials included (excluding new NFPA 70E & 70B booklets)
- ➔ Understanding the 6 steps to “Compliance” and deep dive into the changes in both standards and what that means for the service and maintenance side of your business
- ➔ Understanding OSHA vs 70E vs 70B (policies, procedures, processes)
- ➔ Introduction to sales strategies and techniques to consulting compliance

ADDITIONAL TOPICS OF **DISCUSSION**

- Safety ✓
- Risk Mitigation ✓
- Better Bottom Line ✓
- Insurance Costs ✓
- Litigation ✓
- Medical Expenses ✓
- Lower EMR—More Jobs ✓
- Planned Downtime ✓
- Eliminate Collateral Damage ✓
- PDM Curve ✓

HEAR FROM PAST ATTENDEES

“The 70E/70B Master Class was the best seminar that I’ve attended.”

FRED SARGENT | ELECTRICAL INDUSTRY ICON

“I have spent a lot of time in the 70E book and some in the 70B, with instructing 70E classes myself. With all the time I have into these, I still found the class informational and well worth my time to attend.”

ANTHONY GUILIANI | B&B ELECTRICAL CONTRACTORS | SAFETY DIRECTOR

“Completing the NFPA 70E & 70B Masterclass with Sean Samson and Kiley Taylor marked a major milestone for our team. The sessions went beyond technical instruction—they sparked a mindset shift in how we approach safety, maintenance, and operational excellence.

JARRET BERGKAMP | DECKER ELECTRIC | EXECUTIVE DIRECTOR OF OPERATIONS

“I never realized how NFPA 70, 70E & 70B were tied together. This was very informative. I have a handful of clients I will be approaching once I put together a plan. Thank you!”

TOM BETTY | LEA ELECTRIC | SERVICE MANAGER

MEET YOUR INSTRUCTORS

SEAN SAMSON

Sean is a highly sought-after industry thought leader and mentor within the Electrical, Mechanical, Service, and Construction arena. Sean has addressed audiences worldwide on Sales, Service, and Maintenance, and Strategic Planning and has personally trained, scaled, and consulted over 300 contracting organizations in 16 countries.



As the CEO and founder of **Sean Samson Training, LTD**, SST's "industry-specific" contractor training concentrates on creating higher valuation and predictable recurring revenue by advancing the "Service & Maintenance" side of the business. It is accomplished through his 30 years in the construction and service industry, real-life experience working and selling for a union NECA electrical contractor in the field, and his exclusive immersion-based 5 Reasons Selling System©, derived from his book "The 5 Reasons Why People Don't Buy" also available on Amazon Books.

Sean's most recent venture is **EMAPlus**. A specialized SaaS platform built for service and maintenance-driven electrical contractors who want to scale through compliance, structured maintenance programs, and pull-through dollars, not by chasing construction bids. By unifying customer management, asset inventory, and agreement pricing into one streamlined workflow, **EMAPlus** enables contractors to manage the entire lifecycle of an electrical maintenance agreement from a single platform.



MEET YOUR INSTRUCTORS

KILEY TAYLOR

Kiley is the President of Megawatt Training & Consulting, who currently serves on the NFPA 70B Technical Committee. Kiley has served as Secretary for the Energy Facility Contractors Group (EFCOG.) and the Electrical Safety Task Group (ESTG) which helps develop electrical safety materials, best practices, white papers, and training for the Department of Energy (DOE). Kiley has acted as an SME to the National Institute for Certification in Engineering Technologies (NICET) and actively participates as a Ballot Pool member for NETA ATS.

- IBEW Master Electrician
- Certified Electrical Safety Compliance
- Professional- (CESCP from NFPA)
- ICC Commercial Building Inspector
- ITC Level III Infrared Thermographer
- UE Level I Ultrasonic Technician
- NICET Technician
- Medium Voltage Substation Technician
- Medium Voltage Cable Technician
- Power Quality Technician
- MV and Low Voltage Circuit Breaker Technician

