

CERTIFICATION CLASSES

Tuesday / Wednesday, December 6th - 7th

Location: Resorts Casino Hotel

ICPI and NCMA CEU credits are approved for all courses.

TIME	CODE	COURSE NAME	DAY	INSTRUCTOR	COST	
8:00 AM-5:00 PM	TW21	Concrete Paver Installer Course (ICPI Level 1)	T W	Certified ICPI Instructors	Non-ICPI member: \$400	Onsite: \$450
8:00 AM-5:00 PM	TW23	Concrete Paver Installer Course (ICPI Level 1) (Spanish)	T W	Michael Tous, Grassmasters	Non-ICPI member: \$400	Onsite: \$450
9:00 AM-5:00 PM	T24	Basic SRW Installer Certification (NCMA)	T	Don Armstrong, Old Castle APG	Advanced: \$300	Onsite: \$350
9:00 AM-5:00 PM	T25	PICP Specialist Course (ICPI)	T	Kevin Earley, Oldcastle APG Bill Gardocki, Hardscape Educator	Non-ICPI member: \$340	Onsite: \$390
9:00 AM-3:00 PM	W35	Allan Block Contractor Certification Program	W	Don Clayton, Allan Block	Advanced: \$50	Onsite: \$100
9:00 AM-5:00 PM	W34	SRW Advanced Residential Installer Class	W	Bill Gardocki, Hardscape Educator	Advanced: \$300	Onsite: \$350

CLASSROOM & ARENA EDUCATION

Thursday, December 8th

Location: AC Convention Center

ICPI and NCMA CEU credits are approved for all courses.

TIME	CODE	COURSE NAME	INSTRUCTOR	COST	
9:00 AM-10:30 AM	405	Becoming a Person of Influence	Gary Ross, Allies in Leadership	Advanced: \$40	Onsite: \$60
9:00 AM-10:30 AM	410	Design-Build: How to attract, qualify, design and build projects that set your firm apart from the rest!	Joe Palimeno, Ledden Palimeno	Advanced: \$100	Onsite: \$125
9:00 AM-10:30 AM	409	Increase Your Profits and Installation Knowledge of Low-Voltage Landscape Lighting	Jim Frederick, Tru-Scapes	Advanced: FREE	Onsite: \$20
9:00 AM-10:30 AM	406	Permeable Pavers in Residential Applications	Paul Cureton, Oldcastle APG	Advanced: FREE	Onsite: \$20
9:00 AM-10:30 AM	408	Scaling Your Business Using Social Media	Sarah Griffith, Scaped Outdoors	Advanced: \$40	Onsite: \$60
9:00 AM-12:00 PM	407	Pricing Using Cost-based Estimating	Marcus vandeVliet, MV Enterprises	Advanced: \$100	Onsite: \$125
9:00 AM-12:00 PM 1:30PM-4:30 PM	401	Fundamentals of Paver and Wall Installation - Continuous Build "I Wish I Would've Known This Before"	Bob Phillips, Phillips Landscaping Ross Causey, Garden Square Landscaping	Advanced: FREE	Onsite: \$20
9:00 AM-12:00 PM 1:30 PM-4:30 PM	403	Fundamentals of Retaining Wall Installation - Continuous Build (Spanish)	Michael Tous, Grass Masters Val Sosa, 3 Dimensions Design & Development	Advanced: FREE	Onsite: \$20
9:30 AM-12:00 PM	404	Installing Stone Veneer	Jeff Miller, EP Henry	Advanced: FREE	Onsite: \$20
9:30 AM-12:30 PM	402	Designing and Building with Porcelain Pavers	Antonio Fernandez, Mirage USA Ryan Toscano, Mirage USA	Advanced: FREE	Onsite: \$20
10:45 AM-12:15 PM	412	DOT Compliance and Awareness	Mike Dalbey, Fleet Safety Consultants	Advanced: \$40	Onsite: \$60
10:45 AM-12:15 PM	411	Introduction to the Belgard Design Studio	Joe Raboine, Oldcastle APG	FREE with Registration	
10:45 AM-12:15 PM	416	Know Your Numbers - Learn What You Need to Charge	Weston Zimmerman, SynkedUP	Advanced: \$40	Onsite: \$60
10:45 AM-12:15 PM	415	Using the Right Size Paver for the Project	Kevin Earley, Oldcastle APG	Advanced: FREE	Onsite: \$20
10:45 AM-12:15 PM	413	Using Your Website to Attract More Business	Rachel Cronin, BLD Marketing	Advanced: \$40	Onsite: \$60
10:45 AM-12:15 PM	414	Hardscape Accessories Done Right. Cleaning, Sealing & Sanding to Become More Profitable	Jessica Burnett, Techniseal Randy Bianchi, Techniseal	Advanced: FREE	Onsite: \$20
1:30 PM-4:30 PM	422	Landscape Project Management	Marcus vandeVliet, MV Enterprises	Advanced: \$100	Onsite: \$125
1:30 PM-4:30 PM	417	EP Henry's Cast Stone Wall and Belgard's Tandem Wall Interactive Live Demo Installation	Jeremy George, Next Level Hardscaping	Advanced: FREE	Onsite: \$20
1:30 PM-4:30 PM	419	Installing Natural Stone for Pools, Pool Coping, Patios and Caps. Digital Templating and Custom Fabrication	Nick Lobascio, Lobascio Concrete Pavers	Advanced: FREE	Onsite: \$20
1:45 PM-3:15 PM	421	Constructing Fencing, Instadeck Decking, Railing & Outdoor Accents	Joe Cizek, Barrette Outdoor Living	Advanced: FREE	Onsite: \$20
1:45 PM-3:15 PM	420	Delivering Bad News to a Customer	Gary Ross, Allies in Leadership	Advanced: \$40	Onsite: \$60
1:45 PM-3:15 PM	424	Designing and building with "Big Block" SRW Systems	Ryan Stucki, Verti-Crete	Advanced: FREE	Onsite: \$20
1:45 PM-3:15 PM	425	Selling and Installing Luxury Landscape Lighting	Jeff Hesser, CAST Lighting	Advanced: FREE	Onsite: \$20
1:45 PM-3:15 PM	423	Selling to Mrs. Jones	Sarah Griffith, Scaped Outdoors	Advanced: \$40	Onsite: \$60

CLASSROOM & ARENA EDUCATION

Friday, December 9th

Location: AC Convention Center

ICPI and NCMA CEU credits are approved for all courses.

TIME	CODE	COURSE NAME	INSTRUCTOR	COST
8:30 AM-12:30 PM	503	Fundamentals of Paver Installation (Spanish)	Michael Tous, Grass Masters Val Sosa, 3 Dimensions Design & Development	Advanced: FREE Onsite: \$20
9:00 AM-10:30 AM	506	Building Your Business with Ponds & Water Features	Tom Smith, Garden State Koi	Advanced: \$40 Onsite: \$60
9:00 AM-10:30 AM	508	Installing Travertine and other Natural Stone Products	Mike Carey, Marmiro Stones Nick Lobascio, Lobascio Concrete Pavers	Advanced: FREE Onsite:\$20
9:00 AM-10:30 AM	505	OSHA's New Silica Standard and Other Common Citations for Hardscape Installers	Justin Baker, OSHA	Advanced: \$40 Onsite: \$60
9:00 AM-10:30 AM	507	Using Tools to Increase Productivity and Help Solve Your Labor Crisis	Phil Bahler, Pave Tool Innovators	Advanced: FREE Onsite: \$20
9:00 AM-12:00 PM	509	Becoming a More Professional Latino-Run Hardscape Business (Spanish) Convierte En Una Compañía Mas Profesional Y Exitosa	Jesus Salinas, AJS Solutions	Advanced: \$40 Onsite: \$60
9:00 AM-12:00 PM	501	Fundamentals of Paver and Wall Installation - Continuous Build Part 2	Bob Phillips, Phillips Landscaping Ross Causey, Garden Square Landscaping	Advanced: FREE Onsite: \$20
9:30 AM-12:00 PM	504	Misconceptions of Clay Brick Pavers	Doug Rose, Pine Hall Brick	Advanced: FREE Onsite: \$20
9:30 AM-12:30 PM 2:00 PM-3:30 PM	502	Becoming a Full-Service Outdoor Living Contractor	Joe Raboine, Oldcastle APG Joe Palimeno, Ledden Palimeno	Advanced: FREE Onsite: \$20
10:45 AM-12:15 PM	510	How to Properly Insure Your Business	Craig Clark, The Dunn Group	Advanced: \$40 Onsite: \$60
10:45 AM-12:15 PM	512	Porcelain Pavers - Performance and Applications	Antonio Fernandez, Mirage USA Ryan Toscano, Mirage USA	Advanced: FREE Onsite: \$20
10:45 AM-12:15 PM	513	SRW Best Practices	Chad Julius, Allan Block	Advanced: FREE Onsite: \$20
10:45 AM-12:15 PM	511	All You Need to Know - And Then Some - About Decking...	Lainie Sleppin, MoistureShield	Advanced: FREE Onsite: \$60
1:00 PM-3:00 PM	516	Designing and Building with Porcelain Pavers (Spanish)	Antonio Fernandez, Mirage USA	Advanced: FREE Onsite: \$20
1:30 PM-3:30 PM	514	Increase Your Profits and Installation Knowledge of Low Voltage Landscape Lighting	Jim Frederick, Tru-Scapes	Advanced: FREE Onsite: \$20
1:45 PM-3:15 PM	521	15 Shift Points to Becoming a Multi-Million Dollar Business	Jarod Hynson, Earth, Turf & Wood	Advanced: \$100 Onsite: \$125
1:45 PM-3:15 PM	520	The Scoop - An Engineer's Perspective of Residential Hardscape Construction	Bart Shippee, Shippee Engineers	Advanced: \$40 Onsite: \$60
1:45 PM-3:15 PM	518	Utilizing Drones and other Technology to Market your Business	Andrew Ludewig, EP Henry Matt Basara, EP Henry	Advanced: FREE Onsite:\$20
1:45 PM-3:15 PM	519	You Can Charge For Your Estimates	Ross Causey, Garden Square Landscaping	Advanced: \$40 Onsite: \$60



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