

= Suggested Beginner Session

TUESDAY

4:00 - 6:00 PM	Main Room - Staff Introductions - Water Fundamentals: Hydrological Cycle, TDS, Groundwater Characteristics, Corrosion
6:00 - 7:00 PM	Main Room - Dinner
7:00 - 8:30 PM	Main Room - Water Fundamentals: Corrosion (continued), Nitrates
8:30 - 8:45 PM	- Break
8:45 - 10:00 PM	Main Room - Water Fundamentals: Organics, Ion Exchange Minerals - Company History Presentation

WEDNESDAY

7:00 - 8:00 AM	Main Room - Breakfast					
8:00 - 9:45 AM	Main Room - Bacteria Sampling and Testing - Disinfection Methods of Well and Plumbing Systems					
9:45 - 10:00 AM	- Break					
10:00 AM - 12:00 PM	Breakout Session					
	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr style="background-color: #f4a460;"> <th style="padding: 2px;">Main Room</th> </tr> <tr style="background-color: #fff9e6;"> <td style="padding: 2px;"> Ion Exchange & Oxidation - What is hardness - How a softener works - Benefits of soft water - Oxidizers and oxidation filters </td> </tr> </table>	Main Room	Ion Exchange & Oxidation - What is hardness - How a softener works - Benefits of soft water - Oxidizers and oxidation filters	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr style="background-color: #808080; color: white;"> <th style="padding: 2px;">Room One</th> </tr> <tr style="background-color: #e0e0e0;"> <td style="padding: 2px;"> Filtration Fundamentals - Sizing & applications - Filtration types - Filtration medias </td> </tr> </table>	Room One	Filtration Fundamentals - Sizing & applications - Filtration types - Filtration medias
Main Room						
Ion Exchange & Oxidation - What is hardness - How a softener works - Benefits of soft water - Oxidizers and oxidation filters						
Room One						
Filtration Fundamentals - Sizing & applications - Filtration types - Filtration medias						
12:00 - 1:00 PM	Main Room - Lunch					
1:00 - 2:50 PM	Breakout Session					
	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr style="background-color: #f4a460;"> <th style="padding: 2px;">Main Room</th> </tr> <tr style="background-color: #fff9e6;"> <td style="padding: 2px;"> Testing & Product Application - Water testing overview - Sizing of traditional softeners - Sizing of zeolite conditioners </td> </tr> </table>	Main Room	Testing & Product Application - Water testing overview - Sizing of traditional softeners - Sizing of zeolite conditioners	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr style="background-color: #808080; color: white;"> <th style="padding: 2px;">Room Two</th> </tr> <tr style="background-color: #e0e0e0;"> <td style="padding: 2px;"> Commercial Applications - Sizing commercial systems - Flow rates - Single, twin, & triplex systems </td> </tr> </table>	Room Two	Commercial Applications - Sizing commercial systems - Flow rates - Single, twin, & triplex systems
Main Room						
Testing & Product Application - Water testing overview - Sizing of traditional softeners - Sizing of zeolite conditioners						
Room Two						
Commercial Applications - Sizing commercial systems - Flow rates - Single, twin, & triplex systems						
2:50 - 3:00 PM	- Break					
3:00 - 3:30 PM	Main Room - Glassy Demonstration: A look inside a conditioner					

WEDNESDAY *(continued)*

3:30 - 5:30 PM	Breakout Session		
	Room One	Room Two	Room Three
	Evolve/WaterCare Servicing	Sanitizer Plus Servicing	Impression Servicing
	<ul style="list-style-type: none"> - System Programming - Diagnostics 	<ul style="list-style-type: none"> - Programming - Diagnostics - Valve breakdown & service 	<ul style="list-style-type: none"> - Programming - Diagnostics - Valve breakdown & service
5:30 - 6:30 PM	Main Room - Dinner		
6:30 - 8:30 PM	Breakout Session		
	Room One	Room Two	Room Three
	Evolve/WaterCare Servicing	Sanitizer Plus Servicing	Impression Servicing
	<ul style="list-style-type: none"> - Valve breakdown & service - Field troubleshooting 	<ul style="list-style-type: none"> - Programming - Diagnostics - Valve breakdown & service 	<ul style="list-style-type: none"> - Programming - Diagnostics - Valve breakdown & service

THURSDAY

7:00 - 8:00 AM	Main Room - Breakfast		
8:00 - 8:50 AM	Main Room - Water-Right Product Overview and Comparison		
8:50 - 9:00 AM	- Break		
9:00 - 11:00 AM	Breakout Session		
	Room One	Room Two	Room Three
	Product Resources	R.O. & U.V. Systems	Sales Aids & Marketing
	<ul style="list-style-type: none"> - Review product literature - Website resources - Downloadable tools 	<ul style="list-style-type: none"> - System fundamentals - Installation & service of specific models 	<ul style="list-style-type: none"> - How to sell yourself - 5 rules of sales - Testing & solution cards
11:00 AM - 12:00 PM	Main Room - Lunch		
12:00 - 1:50 PM	Breakout Session		
	Room One	Room Two	Room Three
	Filtration Fundamentals	R.O. & U.V. Systems	Sales Aids & Marketing
	<ul style="list-style-type: none"> - Sizing & applications - Filtration types - Filtration medias 	<ul style="list-style-type: none"> - System fundamentals - Installation & service of specific models 	<ul style="list-style-type: none"> - How to sell yourself - 5 rules of sales - Testing & solution cards
1:50 - 2:30 PM	Main Room - Review, Test, and Graduation		
2:30 PM	Visit Water-Right's headquarters for tours of production, retail, and testing facilities		