



SMITH TURF & IRRIGATION



Online Training Portal

24/7 Training for the Professional Contractor

Course Catalog

Training resources for professional contractors... at your fingertips.

Our training portal is a valuable resource that provides you access to the industry's best knowledge base on every aspect of operating a contracting business.

- Receive training through a rich catalog of courses and educational content
- Conveniently access from your computer, tablet, or smartphone
- Learn anytime with 24/7 access to the portal
- Make your employees more productive through on-going education
- Take courses and earn IA CEUs

GREAT FOR



Rainy Days



New Employees



Certifications



New Services

Establishing in what ways you want your people to improve is the first step in implementing an effective training program. Your goals may differ from year to year and they may even differ from person to person. Use training to become more efficient in day-to-day operations, grow relationships with key customers, and increase sales numbers. At the end of the day, the overall goal is to increase sales and do better business. Having knowledgeable, well-trained employees is the best way to accomplish this!

WHERE DO I START?

Wondering which courses to start with? Check out our hand-picked selections to get you well on your way to a deeper understanding of a broad range of products and higher profits!

Selecting & Sizing a Pump

How to Present & Sell Artificial Turf

Designing a Residential Drainage System

Point-Source Drip Irrigation

Troubleshooting & Solving Decoder-Based Irrigation System Problems

Landscape Lighting: Installing

We also have curated tracks depending on your service offerings. These will get new employees up to speed quick so they can get to work. Or, it can help broaden your knowledge and education so you can be well prepared to answer any questions your customers may have.

Irrigation Track

- Design a Residential Irrigation System
- Install a Residential Irrigation System
- Troubleshoot a Residential Irrigation System
- How to Make Waterproof Splices
- Backflow Prevention in Irrigation Systems
- Solving Broken Wire Problems or Add a New Irrigation Zone with the Add-A-Zone

Crew Leader Track

- Crew Leader: How to Lead and Motivate
- Crew Leader: Managing the Project
- Crew Leader: Organization, Time, and Cost
- Crew Leader: Planning and Scheduling
- Calculating Daily Rate for Crews
- Calculating Labor Burden

WHAT COURSES APPLY TO ME?

You can keep an eye out for icons that indicate who each course is ideal for.



Field Worker



Manager



Designer



Salesperson



Owner

ARTIFICIAL TURF



How to Present & Sell Artificial Turf

This course is about Presenting and Selling Artificial Turf. We will walk through the sales process of making a sales call from your preliminary research to winning the job.

CEU: 1/6 Course length: 20 minutes   

How to Install Artificial Turf

This course is about installing artificial grass. In it, we will discuss the supplies you need to install the project, a pre-installation checklist, how to prepare the area, how to install the turf, how to create invisible seams within the turf area and, finally, how to finish up the installation by brushing in the infill material.


CEU: 1/6 Course length: 30 minutes  



BACKFLOW

Backflow Prevention in Irrigation Systems

Faced with all of the different types of backflow preventers and widely varying applications, how do you correctly select the right model for the right application? This introductory course provides a proven approach to selecting the correct type of backflow preventer and outlines the applications, operations, maintenance and troubleshooting of each type.

CEU: 1/4 Course length: 45 minutes 


Winterizing an Irrigation System

In areas that get below freezing in the winter, proper winterization of an irrigation system is necessary. This course will discuss why you should winterize, what equipment and parts you will need for the job, and the proper procedures for blowing out the system to ensure a safe and efficient winterization.

CEU: 1/8 Course Length: 20 minutes 

Spring Start Up for an Irrigation System

Winter is gone and now it's time to get those irrigation systems ready for spring and summer. In addition to spring start up being a step of most irrigation service plans as well as an important necessary service, it is also a great time to address existing problems and discuss upgrades and plans for the year with your client. This course covers what is involved in starting up the sprinkler system in the springtime, what problems you may face, what tools and equipment you'll need for the job, and how to efficiently organize your visit.

CEU: 1/8 Course Length: 20 minutes 



HAVE NEW EMPLOYEES?

Get your new employees up-to-speed and ready to go without taking away from your manager's valuable time. New employees can learn at their own pace.

GENERAL BUSINESS KNOWLEDGE



Customer Focused Sales

This course teaches salespeople how they can sell value as opposed to cutting prices. It also covers the important sales steps needed for each salesperson to uncover the issues their customers consider important. Finally it covers how to frame a value-based sales offering that addresses the key issues their customers have.

CEU: 1/16 Course length: 10 minutes  



The Basics of Excel

This course is great for someone new to Excel or just wanting a quick brush-up. The layout, structuring, and basics are covered. You will also how to use different tabs and how to organize a spreadsheet to maximize your efficiency.

CEU: 1/8 Course length: 30 minutes   


Hindsight Software

This course covers how to solve common contractor problems with HindSite Software. HindSite reduces office time required and increases the accuracy -Set time expectations for Labor costs -Track inventory for every thing to increase profit -Schedule based on map data for transportation.

CEU: 1/16 Course length: 16 minutes   




Local Search: Why? How? And What to Expect

Do people in your own location know about your business? This course covers why you should focus on local search, how to do it, and when to expect results.

CEU: 1/16 Course length: 11 minutes 



The Extended Marketing Mix

This course dives into the definition of marketing using the extended Marketing Mix model originally developed by Adcock, Holborg and Ross in 2001, more commonly known as the Seven (7) P's of Marketing: Product, Price, Place, Promotion, People, Process and Physical Evidence.

CEU: 1/16 Course length: 15 minutes   

The Science of Persuasion

This course describes the six universal Principles of Persuasion that have been scientifically proven to make you most effective as reported in Dr. Cialdini's groundbreaking book, Influence.

CEU: 1/16 Course length: 12 minutes   




FINANCES AND BUDGETING




Calculating Daily Rate for Crews

Learning to quote effectively is a great way to keep your customers happy and your business in the black. Calculating a daily rate can help you to provide more accurate quotes and keep your profit margins healthy. Accurate quotes will ensure that you don't price yourself too low or so high that you're out of the running.

CEU: 1/16 Course length: 10 minutes 


Calculating Labor Burden

Not accounting for the labor burden in an estimate can come at a very heavy price. The labor burden is determined by the indirect costs of employing someone. If these "hidden" costs aren't accounted for, then each project you perform could put you further and further out of business. To avoid working yourself out of business and get beyond just breaking even, you must understand what your labor burden is and how to calculate it.

CEU: 1/12 Course length: 20 minutes 


Budget Planning: Direct Costs

Direct costs are expenses that can be directly tied to the project's budget. If the cost of the item or activity can only be attributed to that specific task or project that you're budgeting for, then it's a direct cost. This course covers how to calculate and plan for those types of costs.

CEU: 1/16 Course length: 10 minutes 


Budget Planning: Equipment Costs

This course shows the learner the proper way to budget for equipment costs and why equipment must not be allocated into direct costs and G&A Overhead costs to allow for accurate bids.

CEU: 1/8 Course length: 35 minutes 


Budget Planning: G&A Overhead Costs

The real cost of any project encompasses both the direct costs for that particular project plus a portion of the cost of running the business. General & Administrative, or G&A Overhead costs are those relating to the company as a whole. These encompass facilities, administration, and general costs. This course covers what falls into that designation and how to properly plan for and calculate said costs.

CEU: 1/8 Course length: 25 minutes 



Budget Planning: Preparing the Annual Budget

Successful business owners don't simply prepare a budget and then put it on a shelf in their office; they use it frequently to manage their business and adjust it as necessary when conditions warrant. Annual budgeting should be a part of every small business's management process. A properly prepared annual budget will allow your company to provide accurate bids and continue to grow your business.

CEU: 1/16 Course length: 6 minutes 


Quickbooks Intro for Beginners: Part 1

This course covers basics and teaches the learner how to use Quickbooks properly and efficiently. Learn how to create a company file, update company information, and learn the interface.

CEU: 1/8 Course length: 30 minutes  

Quickbooks Intro for Beginners: Part 2

Continue your dive into QuickBooks with Part 2. Learn how to convert from desktop to Quickbooks Online, How to Setup Preferences, How to Manage Users, How to Set Up a Chart of Accounts and other tips and tricks to take your QuickBooks knowledge to the next level.

CEU: 1/4 Course length: 60 minutes  

Quickbooks Intro for Beginners: Part 3

Finalize your dive into QuickBooks with Part 3. Learn how to set up customers and jobs, how to manage those customers, how to create an invoice from an estimate, and how to create an invoice from an estimate of a completed job.

CEU: 1/6 Course length: 40 minutes  

LEADERSHIP

Crew Leader: How to Lead and Motivate

The most important role of a crew leader is leadership. Without an ability to lead and motivate others, the crew leader will not be successful. This course explains how to manage a crew and keep them motivated even through tough conditions. You will also learn about the strategies you can use to direct and motivate your team from the beginning of the project all the way to completion. Lastly, you will see how being a leader takes focus, energy, and determination.

CEU: 1/8 Course length: 30 minutes  

Crew Leader: Managing the Project

This course is a general introduction to the role of the crew leader. The crew leader is an important role but is often misunderstood. Some excellent workers struggle when they become crew leaders because they don't know what it takes to succeed.

CEU: 1/8 Course length: 30 minutes  

Crew Leader: Organization, Time, and Cost

Arriving at the jobsite with a well-formulated plan is only half of the duty of the crew leader. The other half is effectively accomplishing the plan. In this course, you will learn the four keys for success on the job site. You will also learn about how to promote a safe work environment at all times. Lastly, you will learn about hidden costs and causes of delay in production and how to avoid them.

CEU: 1/8 Course length: 30 minutes  

Crew Leader: Planning and Scheduling

Planning and scheduling are some the most easily overlooked parts of the crew leader's job. This course is focused on teaching crew leaders how to effectively make and execute a plan to maximize time on the jobsite. The course thoroughly discusses when to plan, creating a workflow, and how to effectively work with general or other sub-contractors.

CEU: 1/8 Course length: 30 minutes  




SET YOURSELF APART

Earn certifications to set yourself apart from other contractors. Become a go-to expert in your field!

DRAINAGE




Corrugated Drainage Products

Learn about the complete array of standard landscape drainage products from ADS including corrugated and smooth wall pipe, catch basins, channel drains, and more.

CEU: 1/4 Course length: 30 minutes   


Opportunity & Overview of Drainage

Installing a drainage system can be extremely profitable and will not add any extra overhead costs to your project. However, installing a system requires extensive support and help. Learn how installing a drainage system protects you from liability issues and gives you new market opportunities.

CEU: 1/16 Course length: 8 minutes   


How to Sell Drainage

Learn how to always quote a drainage solution to your client – recommend that downspouts have a catch basin, planters need a Spee-D basin, and low spots need a catch basin or a flo-well. Further learn how to create awareness about your new service and how to communicate the value to the homeowner.

CEU: 1/16 Course length: 8 minutes 




How to Install Drainage

This course covers the basics of how to install the essential components of two types of drainage systems – surface and subsurface.

CEU: 1/8 Course length: 15 minutes 


Bidding & Estimating Drainage

This course covers how to accurately bid and estimate a drainage system before installing. Learn how to layout the property, analyze the topography, identify common problem areas, select proper discharge points, split the landscape into sections, and draw out the final design.

CEU: 1/16 Course length: 8 minutes   


Introduction to Landscape Drainage

Adding a drainage system to your projects offers an opportunity for growth for your business and prevents the possibility of water damage for your client. This course will take a high-level view of the process to install and choose the right drainage system for the job.

CEU: 1/3 Course length: 40 minutes 


Designing a Residential Drainage System

This course provides an overview of how to design landscape drainage for a residential property. You will learn how to utilize the process and principles of storm water management, select the right components for common problems, assess drainage problems on site, select the right method and equipment to use, and teach you how to calculate flow rate.

CEU: 1/4 Course length: 30 minutes 

Installing a Residential Landscape Drainage System

This course discusses the entire installation process: preparation of worksite, proper grading, installing collection and capture devices, installing pipe, creating a discharge system, and installing a French drain system.


CEU: 1/4 Course length: 26 minutes 

OFFER NEW SERVICES

Learn about which new services you can offer to increase your profits!

Presenting & Selling a Residential Landscape Drainage System


This course goes over the proper way to present and sell drainage to your residential clients to secure more drainage jobs.

CEU: 1/8 Course length: 20 minutes 

DRIP IRRIGATION

In-Line Drip Irrigation: Planning and Installing

There are four basic steps to designing drip irrigation: identify the water supply and area to be irrigated, choose your drip line, make some calculations, and design/lay out your drip zone. Know the soil type of the area you are in, use the most appropriate lay out design for your system

CEU: 1/4 Course length: 30 minutes 




Point-Source Drip Irrigation

This course goes over the design and system layout, preparing a bill of materials, and installation methods and tips.

CEU: 1/4 Course length: 32 minutes   

Drip Irrigation Principles, Practices, and Products

Learn the secrets of drip irrigation design and installation from start to finish. This course covers the tips and rules-of-thumb to plan effective and efficient drip installations. It covers design principals, types of layouts and equipment, common mistakes and misconceptions and more.



CEU: 1/2 Course length: 1 hour   



ELECTRICAL



Use of Wire Tracking and Fault-Finding Equipment

This is a short course outlining the fundamentals of the use of wire locators and earth fault finders in troubleshooting the electrical aspects of irrigation systems.

CEU: 1/4 Course length: 31 minutes  

Basic Electrical Knowledge & Troubleshooting

This is a comprehensive course for the contractor on electrical components, principals and troubleshooting as they relate to the design, installation and troubleshooting of landscape irrigation systems. Topics covered include: wire types and materials, wire sizing, electrical terminology and principals, circuit faults and symptoms, multimeter selection and operation, irrigation system electrical troubleshooting procedures, 24 volt systems, 9 volt battery systems, and grounding.

CEU: 1/2 Course length: 1 hour  



Troubleshooting and How to Solve Decoder-Based Irrigation System Problems

This course covers how to troubleshoot and solve basic decoder-based irrigation system problems.

CEU: 1/12 Course length: 12 minutes  



Solving Electrical Problems with an Irrigation Valve

This course will go over how to find electrical problems from your irrigation controller to your valve.

CEU: 1/12 Course Length 10 minutes  

Grounding Techniques for Two Wire Decoder Irrigation Systems




This course will go over why it is necessary to properly ground a two wire decoder system as well as the proper techniques to ensure that the system is protected against any surges.

CEU: 1/12 Course Length 10 minutes  

HOLIDAY LIGHTING


Tree Estimating

This course explains the formulas used to calculate how many 50-light count and 70-light count strands you will need to wrap a tree with LED mini and incandescent mini lights.

Course length: 12 minutes   


All in One Clip

This course will show you how to effectively use the All-In-One clip for hanging seasonal lighting. Understand how to use the All-In-One clip to connect C-7 and C-9 lights to the roof of a home.

Course length: 10 minutes 


Branch Wrapping

This course explains step by step how to properly wrap a tree using mini seasonal lights.

Course length: 15 minutes 


Cutable Wire

This course runs through the step by step process of how to work with custom cuttable wire. You will also learn how to attach zip plugs for easiest light installation.

Course length: 12 minutes 

Power Supply

This course shows how to determine what specific power supply to use before you start decorating a home with seasonal lighting. You will also learn how to navigate traditional and non-traditional power sources for various homes.

Course length: 10 minutes 


Slide On Plugs

This course runs through the proper use of male and female slide out plugs.

Course length: 10 min 



Supply Wreath Power

This course runs through how to properly supply power to a pre-lit wreath. You will also learn how to use a female quick-connect attachment to avoid visible bulky wires and maintain a professional and clean installation.

Course length: 10 minutes 


Designing & Estimating a Professional Holiday Lighting Project

This course explains the basics of how to identify the key features on a home in order to create the best possible light installation layout. You will also learn how to create a focal point to tie the layout together. The course runs through the basics of choosing the proper colors to give balance and rhythm to the home. Lastly, you will learn how to estimate installation costs for the customer.

Course length: 45 minutes  


Presenting and Selling a Professional Holiday Lighting Project

This course runs through how to present and sell holiday lighting to a potential client. You will also learn about what to expect during a typical business year. The last thing you will learn is the process of making a sale through identifying leads, marketing, and presenting the proposal.

Course length: 25 min 





Installing a Professional Holiday Lighting Project

This course will run through the different safety practices to follow and how to comply with OSHA regulations. You will learn about the most efficient light installation techniques in order to reach the greatest outcome for you and the customer.

Course length: 35 minutes 

Seasonal Source Product Offering


In this course you will learn about the most important, “A” items, to use in any holiday lighting installation. You will learn about all aspects of the product including benefits and limitations in order to most effectively execute a light installation.

Course length: 60 minutes    

IRRIGATION


Irrigation Troubleshooting: Introduction

An introductory course on electrical and hydraulic troubleshooting, adapted from a course offered for contractors by a Virtualrain distributor. This course covers step-by-step electrical troubleshooting steps for typical systems using a volt-ohm meter as well as common hydraulic causes for system failures.

CEU: 3/8 Course length: 47 minutes 


Designing a Residential Irrigation System

Learn how to design a residential irrigation system. You will learn how to; measure and prepare a plan, determine water supply, sprinkler selection, sprinkler layout, dividing into zones, sizing and laying out pipe, and finalizing your plan.

CEU: 1/4 Course length: 32 minutes 

Installing a Residential Irrigation System


This course is about installing a residential irrigation system. We'll walk through the entire process: gathering the materials, measuring and flagging the job site, installing pipe, wire, sprinklers, and valves, making the connection to the water supply, installing the controller, and wrapping up the job.

CEU: 1/4 Course length: 30 minutes 




Presenting and Selling a Professional Irrigation Job

This course provides an overview of how to present and sell a residential irrigation system. You will learn how to confidently present and sell an irrigation system to a residential client, turn leads into sold jobs, and be able to follow a sales process for each client.

CEU: 1/8 Course length: 15 minutes 


Troubleshoot a Residential Irrigation System

This course is about troubleshooting a residential irrigation system. This course covers the common problems that arise with the mechanical components of a system: sprinkler heads, valves, and pipe.

CEU: 1/4 Course length: 30 minutes 

Proper Solvent Cementing Techniques for PVC Pipe




A brief overview of the steps required to create high-quality joints with PVC pipe.

CEU: 1/8 Course length: 15 minutes 

LANDSCAPE LIGHTING


Introduction to Landscape Lighting

A comprehensive overview of the basic principles of landscape lighting design and installation. The course outlines the opportunities in landscape lighting, common lighting techniques, sales presentations, installation procedures and more.

Course length: 20 minutes   



Opportunity & Overview

There are three main reasons why contractors should install landscape lighting. First, the installation of landscape lighting is simple and profitable. Second, the market opportunity is there. Lastly, free support is readily available. In this course we will discuss these three reasons in detail and determine the benefits of installing lighting for the customer.

Course length: 15 minutes 

Bidding and Estimating

Preparing a proper bid is more than just making sure you are lower cost than your competition. It is about insuring that you provide a good product at a fair price that still produces a profit for your company. This course gives a run through of the three basic steps in designing landscape lighting for a customer. Once you have reviewed these basic steps, you will learn the process of how to determine the number of hours that will be bid into a job.

Course length: 15 minutes  


How to Sell Landscape Lighting

In order to sell landscape lighting, you must remember that it is always about the client. This course runs through how to understand your clients needs, expectations, and budget to provide the best customer service. This course will also help you learn how to convey the products and services you are selling in a professional, memorable, and concise manner.

Course length: 20 minutes

How to Design Landscape Lighting


This course covers the basics of how to design landscape lighting. You will learn everything from the first preparatory stages of the design to working with the customer and communicating how to reach their needs. You will also learn about transformers and low voltage landscape cables in order to create the best design.

Course length: 20 minutes 




FXL Up Lighting

Up lighting is the most popular lighting technique for outdoor lighting. This course goes over a few techniques that can be used on your next job.

Course length: 10 minutes 


FXL Down Lighting

Down lighting is the most natural effect that you can create for your landscape lighting design. This course covers a few tips and techniques you can use in your next design.

Course length: 12 minutes 


FXL Pathway Lights

Pathways are one of the most popular areas to install landscape lighting. This course will cover three types of lighting that can be used to light pathways including: up-lights, down-lights, and standard path lights.

Course length: 12 minutes 


Selling LED Lighting with Confidence

LED technology is rapidly changing the landscape lighting industry. Learn how the Kichler solution – professional LED provides the right mix of ease of installation and energy savings for every project. Informative case studies show you how to sell your customers on the advantages of LED.

Course length: 55 minutes 


Presenting & Selling

This course is about presenting and selling a landscape lighting system. In this course you will learn about strategies for securing a sale in a single presentation.

Course length: 35 minutes 


Designing Part 1 - Creating the Design

Step by step on how to create a successful landscape lighting design.

Course length: 45 minutes 


Designing Part 2 - Specifying Fixtures and Drawing a Plan

This course covers how to choose the proper features for a landscape lighting project as well as how to draw up a plan to present to the client.

Course length: 60 minutes 

Installing


This course runs you through the step by step process of installing landscape lighting with the crew after the project has been designed and sold to the customer.

Course length: 50 minutes 

OUTDOOR LIVING


12V Lighting: The Superior System For A Professional Contractor

As the outdoor living lifestyle continues to grow, homeowners are investing their money in creating an outdoor oasis. This course lays out the advantages of 12-volt patio lighting and how the lights specifically benefit the customers as well.

Course length: 7 minutes 


Installing Patio Lighting

This course covers the basics of installing patio lighting both on a structure, and along a guided wire. Learn some tips and tricks to make your install quick and easy.

Course length: 10 minutes 


Patio Lighting Installation Techniques

Learn the proper way to install a patio lighting job by utilizing installation kits specifically designed to make the job quick and easy.

Course length: 10 minutes 


Patio Lighting: A Profitable New Product Line For Professional Contractors

Patio lighting is a great add-on service to bring in additional revenue and diversify your offering. With outdoor living becoming increasingly popular, discover the profits that patio lighting can provide.

Course length: 20 minutes  


Planning a Patio Lighting Project

Adding on patio lighting to your product offerings doesn't have to be scary or complicated. This course will show how to properly plan and prepare for a patio lighting project. Arrive on the job knowledgeable, ready to go, and increase your profits in the process.

Course length: 10 minutes 

Powering a Patio Lighting Installation






The best installed patio lighting system means nothing if there isn't any power to the lamps. This course covers an important part of the planning process, determining your source of power.

Course length: 10 minutes 






Prime Patio Product Offerings

Learn about the different products Prime Patio offers to help you create a backyard oasis. This course gives a breakdown of the high-quality products that you can offer to your residential and commercial customers. It also runs through the benefits of the 12 volt and 120 volt wires.

Course length: 25 minutes     

The Opportunity in Patio Lighting

Patio lighting is a great way to bring in additional revenue and diversify your services. With outdoor living becoming increasingly popular, discover the opportunity that Prime Patio lighting provides.


Course length: 20 minutes   

PUMPS





Introduction to Pumps & Total Dynamic Head

Learn about a variety of pumps and their benefits. This course also explains the basics of how pumps work and teaches you about Total Dynamic Head (TDH).

CEU: 1/4 Course length: 36 minutes 



Selecting and Sizing Irrigation Pumps

This course will demystify the process of choosing a pump and will allow you confidently choose the correct pump for your application. Whether you are using a pump for a sprinkler system, pond, or your well, this course will tell you what size of pump you need and how to correctly install it.

CEU: 1/4 Course length: 33 minutes  

Understanding and Specifying a VFD


A VFD (variable frequency drive) is the control system for a pump designed to improve the efficiency and prolong the life of a pump by regulating the speed at which it operates. This course will cover what a VFD does, how it works, as well as walk through the process of specifying a VFD for a new or existing pump.

CEU: 1/4 Course length: 30 minutes  

SALES TRAINING SERIES



Power of 5

This course will help you learn that probing and letting the customers do the talking is the best way to get information and make the sale!

Course length: 2 hours 10 minutes  



Objection Management

This course explains why objections are so important and why we need to address and manage them throughout the process of selling.

Course length: 1 hour  

Time Management

This course teaches you how to manage your time correctly and understand the differences between priorities and urgencies.

Course length: 2 hours  



Follow Up vs. Follow Through

This course runs through the stages of following up and following through in the best and most effective ways.

Course length: 1 hour 10 minutes  



New Business Development

Learn the differences between maintenance and growth & how to gain new business.

Course length: 1 hour 10 minutes  



Top 10 Presentation Tactics

A brief overview of the steps required to make your presentation extremely successful.

Course length: 2 hours  

Top 10 Strategies of Closing



This course covers ten closing strategies and the right and wrong ways to close.

Course length: 2 hours  

4 Levels of Sales Excellence

This course shows the communications skills we have to have out there in the marketplace.


How can aerators, floating fountain aerators, diffused aeration systems and circulators contribute to better pond or lake management? Learn how to solve common lake management issues like algae, fish kills, thermal stratification and more using aeration techniques.

Course length: 45 minutes  

WATER FEATURES

Fountains and Aerators as Water Management Tools


How can aerators, floating fountain aerators, diffused aeration systems and circulators contribute to better pond or lake management? Learn how to solve common lake management issues like algae, fish kills, thermal stratification and more using aeration techniques.

CEU: 1/3 Course length: 45 minutes 




Pond Troubleshooting

An introductory course on common pond problems and how to solve them.

CEU: 1/3 Course length: 35 minutes 


Seasonal Pond Maintenance

An introduction to the maintenance requirements for ponds and water features for every season of the year. The learner will become familiar with the steps and requirements of a routine maintenance program that will keep an ecosystem water feature healthy.

CEU: 1/16 Course length: 10 minutes 

20 Steps of Pond Installation

This is an introductory course that outlines the 20 simple steps for design and installation of a typical 11' x 16' water feature. In a series of video clips, the course walks the learner through each part of the pond installation process from concept to getting paid.

CEU: 1/4 Course length: 30 minutes 


Introduction to Pondless Waterfalls

This is an introductory course that outlines the design, installation and maintenance of Pondless water features. Through videos, graphics and instructions, the learner will see the step-by-step installation process and the key selling features for Pondless waterfalls.

CEU: 1/12 Course length: 15 minutes  


Pondwater Treatments 101

Which water treatment is the right one to solve the issue? This quick overview of common pond water treatment products will help the learner correctly select the best solution for the specific problem.

CEU: 3/8 Course length: 50 minutes 


Water Features: Bidding and Estimating

This course will cover the costs associated with each type of water feature as well as strategies for efficiently assembling bids so you'll be able to quickly and efficiently create bids that are competitive and help you secure the job.

CEU: 3/8 Course length: 50 minutes 


Designing a Water Feature

Water features add personality, style, and beauty to any landscape design. It can be something as simple as a bubbling rock or as complex as a full pond with multiple waterfalls. This course will cover general design considerations for all water features, specific details about how to design each different type of water feature, and then finish up with some recommendations about building options into your design package.

CEU: 3/8 Course length: 50 minutes 


Installing a Water Feature

With advance planning, installing a water feature can be an efficient and rewarding way to add value to any landscape installation. This course will cover what to plan for and how to install fountains, formal spillways, pond-free features, as well as water gardens.

CEU: 3/8 Course length: 50 minutes 

Water Features: Making the Sale


Water features are a great way to add value to a client's landscape as well as add profits to your business. Why customers love their water features, what customers you should target, and which features they will be interested in will all be discussed throughout this course. Finally, how to prepare for your customer presentation will be discussed. With all of these tools in your belt, you will be prepared to make the sale.

CEU: 1/6 Course length: 30 minutes 

WEED CONTROL

Introduction to Landscape Fabrics

Learn the different types of landscape fabrics (geotextiles) and their applications. Whether used for weed control, filtration/drainage, erosion control or other landscape applications, professional-grade landscape fabrics can provide outstanding results.

CEU: 1/4 Course length: 34 minutes 



HOW DO I GET CERTIFIED?

Submitting your qualifying courses for IA CEUs is quick and easy just follow the steps below:

1. Log into your Irrigation Association account
2. Navigate to the Submit CEUs page under the Certification tab
3. Click “Add CEUs” and select the type of activity from the drop down menu
4. Fill in the details
5. After filling in the fields, click “Save & Close”



HOW DO I SIGN UP?

To sign up for your account, visit our website today!

smithurf.contractortrainingportal.com



SMITH TURF & IRRIGATION

www.SMITHTURF.com