

WWETT SHOW 2021 EDUCATION PROGRAM

60- and 90-Minute Sessions - Monday, May 3					
TRACKS	9:00 AM—10:00 AM (60 min.)	10:30 AM—12:00 PM (90 min.)	1:00 PM—2:30 PM (90 min.)	3:00 PM—4:00 PM (60 min.)	4:30 PM—5:30 PM (60 min.)
NASSCO - National Association of Sewer Service Companies	MO01 NASSCO LACP Codes for Lateral Side and Building Sewer Condition Assessment	MO09 Lateral and Building Repair Technologies	MO17 Laterals and Grouting	MO25 How Do You Know if a House Service Lateral Passes Inspection?	MO33 Health and Safety and Emissions for Laterals and Building Sewers
NAWT - National Association of Wastewater Technicians (Topics are related to starting your own processing plant)	MO02 Introduction to Waste Treatment Facilities	MO10 Necessary Products to Start a Wastewater Treatment Facility	MO18 Federal DOT Regulations and the Wastewater Industry	MO26 Improving the Logging Process	MO34 Pre- and Post-Trip Truck Inspection
NOWRA - National Onsite Wastewater Recycling Association	MO03 Wastewater Disinfection During COVID	MO11 Biological Treatment: Overview, Design and Maintenance	MO19 Non-Concrete Tank Installation and Buoyancy Control 101	MO27 High Strength Wastewater	MO35 Basic Principles of Nitrogen Treatment in Wastewater Systems
PSAI - Portable Sanitation Association International		MO12 Portable Sanitation and Special Events	MO20 Evolving an Industry: The Opportunities Presented by COVID-19		
Portable Sanitation				MO30 Don't Miss Those Sales! Hit Post!	
SSCSC - Southern Section Collection System Committee	MO04 Maintenance Hole, Pump & Lift Station Structure Rehabilitation Technologies	MO13 Recycling Machines and Combination Unit Applications	MO21 Trenchless Pipeline Rehabilitation Overview	MO28 Safety Leadership: Building an Adaptive Culture	MO36 Drones: Endless Opportunities
SSPMA - Sump and Sewage Pump Manufacturers Association	MO05 Understanding the Differences and Proper Applications for Submersible Wastewater and Effluent Pumps	MO14 Submersible Pump Designs, Applications, Pump Sizing, and Best Practices	MO22 Basic Electrical Theory/Troubleshooting Floats & Controls	MO29 Alternative Pump Controls and Remote Monitoring	
BUSINESS STRATEGY AND LEADERSHIP	MO06 Equipment Financing Tips for Business Owners	MO15 Asset Protection, Tax Reduction and Estate Planning	MO24 Successful Marketing & Selling Strategies in the New Virtual Business World	MO31 Burnout Proof Your Organization	MO37 The Solution to the "No Good Young People" Problem
NEW TO THE INDUSTRY					MO38 New to the Industry Happy Hour
SAFETY	MO07 Access Riser and Lid Safety: Standards and Practice				
SEWER AND DRAIN CLEANING, INSPECTION AND MAINTENANCE		MO16 10:30pm-12:30pm (2 hr. class) How Hydro-Jetters Really Work to Clean Service Lines		MO32 A Systematic Analysis of Siphon Operations and Maintenance	MO39 Wastewater Recycling Pros and Cons and Economics
WASTEWATER TREATMENT	MO08 UV Light- A Valuable Weapon in the Battle Against Pathogens		MO23 Winning the Fight Against FOG		
WOMEN IN THE INDUSTRY					MO40 Women in the Industry Fun and Games

WWETT SHOW 2021 EDUCATION PROGRAM

60- and 90-Minute Sessions, 2-Hour Sessions - Tuesday, May 4

Tracks	7:30-8:00 AM	8:00-8:30AM	8:30-9:00AM	9:00-9:30AM	9:30-10:00AM	10:00-10:30 AM	10:30-11:00AM	11:00-11:30AM	11:30AM-NOON
BUSINESS STRATEGY AND LEADERSHIP	TU01 "Stop Thief!....Protect your Service Company from 5 types of Cybercrime"			TU09 Media Coverage - Create a Plan of Action			TU16 Google My Business: Driving Revenue to Your Bottom Line		
MUNICIPAL SEWER AND WATER	TU02 How To Write a Cleaning RFP Based on NASSCO Cleaning Specification Guideline			TU10 Sewer Cleaning and CCTV Panel Discussion				TU19 Sanitary Sewer Overflow Reduction Through Aggressive Cleaning Methods	
PLUMBERS	TU03 Service Plumbing Technician Training			TU11 Small Diameter Pipe Lining – What you need to know to start lining inside the building			TU18 Navigating the Business of Camera Inspections		
PORTABLE SANITATION	TU04 Don't Buy A Solution That Looks Good, Buy One That Makes You Look Good			TU24 When to Sell and How to Do It Well					
SAFETY INFO (SPONSORED BY WASTEWATER EDUCATION 501(c)3)	TU05 It's Getting Hot in Here: Heat Illness Prevention and OSHA Requirements			TU12 The Laws and Regulations Surrounding PPE and Coronavirus				TU20 Opioids/Cannabis Workplace Drug Testing: What Should Employers Know?	
SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN	TU06 Troubleshooting Control Panels with Analog Timers and Digital Controllers			TU13 Overcoming the Challenges of High Strength Waste in OSTDS - Panel Discussion			TU21 Optimizing Grease Interceptor Performance		
SEWER AND PIPE REHABILITATION, RELINING AND REPAIR	TU07 Enlightened CIPP: Deciding When to Use Light-Based Cure Versus Thermal			TU14 PVC Spiral Liner for Rehabilitation of Gravity and Storm Sewers			TU22 Learn How to Grow Your Business with Trenchless Technology		
VACUUM TRUCK OPERATIONS	TU08 Reliability, Performance, and Safety Benefits of CANbus Controlled Hydraulic Systems			TU15 Multiple Municipal Applications for Vacuum Excavators			TU23 Five Things You Must Know BEFORE Purchasing a Sewer Cleaning Truck		

WWETT SHOW 2021 EDUCATION PROGRAM

60-Minute Sessions, Workshops and Certification Classes - Wednesday, May 5			
Tracks	8:00 AM—9:00 AM	9:30 AM—10:30 AM	11:00 AM—12:00 PM
BUSINESS STRATEGY AND LEADERSHIP	WE01 Route Optimization and Management	WE07 Everything You Know About Generating Leads, Closing Sales And Making Money With Your Small Business Is WRONG!	WE12 Rock Solid Leadership
MUNICIPAL SEWER AND WATER	WE02 Inspection Technologies to Assess (and Prioritize) Pressurized Pipelines	WE08 Asset Management, from the Engineering and Municipal Point of Views	WE13 Sanitary Sewer Inspection and Acceptance Testing
SAFETY	WE03 Safety in Excavation - OSHA Requirements and Solutions for Compliance	WE10 OSHA Electrical Safety	WE14 Wastewater Operator Pathogen Safety & Health
SEPTIC SYSTEM INSTALLATION, REPAIR AND DESIGN	WE05 When Good Enough Might Not Be As Good As You Think	WE16 Profit OR Pride?	WE17 Science and Opportunity with Failing Septic Systems
SEWER AND DRAIN CLEANING, INSPECTION AND MAINTENANCE	WE04 Municipal Fats, Oils, & Grease Onsite Inspections and Grease Interceptors 101		WE15 Rethinking Manhole Inspection: A New Way to Reduce I&I Quickly and Cost Effectively
WASTEWATER TREATMENT		WE09 Flushable Wipes vs Grease, How Can We Problem Solve Them?	
WHAT'S TRENDING / NEW TECHNOLOGIES	WE06 Utilizing Cloud Based Services in Wastewater Operations	WE11 Installing and Mapping Underground Infrastructure While Capturing GPS	WE18 Finding True ROI With Your Telematics Solution
WORKSHOP (Additional fee associated with this training)			
Business Workshop	Wednesday, May 5 / 1:00pm-4:00pm / Revenue and Profit Accelerator Playbook - This workshop is for Contractors and Service Providers who want to accelerate revenue growth and profit. Topics covered: job costing, documenting events and trends, analyzing the P & L, data mining for new business, hidden drains on the bottom line, company culture shifts. identifying the most profitable customers, using the 80/20 rule to nurture dream clients, when to say no, prospecting and outreach, gaining new business in a virtual environment, and how to prosper by helping your clients win.		
ADDITIONAL ASSOCIATION CERTIFICATION (Additional fee associated with this training)			
NAWT - National Association of Wastewater Technicians	Wednesday, May 5 / 8:00am-4:00pm / NAWT Vacuum Truck Technician Training Course		
NOWRA - National Onsite Wastewater Recycling Association	Wednesday, May 5 / 8:00am-5:00pm / NOWRA One-Day Installer Class		
OSHA CONFINED SPACE SAFETY - CERTIFICATION	Wednesday, May 5 / 1:00pm-4:00pm / OSHA Wastewater Operator Confined Space Safety and Health - Certification		

Note: This agenda is subject to change.