



TERMITE ACADEMY

2 DAY
EVENT

FEBRUARY 19 – 20, 2020

University of California, Berkeley

Richmond Field Station

1301 S. 46th Street, Richmond, CA 94804



PEST
CONTROL
OPERATORS OF
CALIFORNIA

Berkeley
UNIVERSITY OF CALIFORNIA

Don't miss the opportunity to participate in this training event.

The Pest Control Operators of California, in association with University of California Berkeley, are hosting a two day workshop on termite control.

You won't want to miss this unique training opportunity which includes lectures, hands-on activities and development sessions to help you better understand termite control and identification techniques. Learn about WDOs, writing WDO reports, sales techniques, common violations, controlling WDOs and much more.

Topics

- ✓ A comprehensive look at managing WDO's in an urban environment
- ✓ Instruction by leading local experts from the University of California, local agencies and industry experts
- ✓ Combination of classroom and field demonstrations addressing best management practices
- ✓ Limited attendance allowing for individual attention.





TERMITE ACADEMY

**CE credits have been applied for through SPCB and DPR.

DAY 1

WEDNESDAY, FEBRUARY 19, 2020

9:00 am	Termite Biology <i>Dr. Vernard Lewis, PhD, Research Entomologist & Consultant</i>
10:00 am	Wood Destroying Organism Detection <i>Dr. Vernard Lewis, PhD, Research Entomologist & Consultant</i>
11:00 am	Lunch (Provided with Registration)
12:00 pm	Concurrent Breakout Sessions
	1. Villa Termiti <i>Dr. Vernard Lewis, PhD, Research Entomologist & Consultant</i>
	2. Termite Bait Stations <i>Dr. Andrew Sutherland, Urban Integrated Pest Management (IPM) Advisor</i>
	3. Wood Destroying Organism Collection Discussion <i>Dr. Gail Getty, Board Certified Entomologist</i>
3:00 pm	Depart for Berkeley Campus - Essig Museum Tour
5:00 pm	Return to Richmond Field Station
5:00 pm - 7:00 pm	Hotel Check In / Free Time
7:00 pm	Dinner at Faculty Club - UC Berkeley Campus

DAY 2

THURSDAY, FEBRUARY 20, 2020

7:00 am	Common Inspection Violations <i>Tom Ineichen, Structural Pest Control Board</i>
8:00 am	The Inspection Process <i>Mike McKenzie, Orkin Pest Control</i>
8:45 am	Concurrent Field Exercise
	1. General Construction <i>Brian MacQueen, PearTree Construction</i>
	2. Inspection Tactics <i>Speaker TBD</i>
	3. Estimating Repairs <i>Larry Brag, Clark Pest Control</i>
9:45 am	Wood Destroying Organism Reporting <i>Garrett Thrasher, Thrasher Termite & Pest Control of So. Cal.</i>
10:45 am	Commercial Inspections <i>Larry Brag, Clark Pest Control</i>
11:15 am	Lunch (Provided with Registration)
12:00 pm	Wood Destroying Organism Treatment Options <i>Brian MacQueen, PearTree Construction</i>
1:00 pm	Sales Development <i>Mike McKenzie, Orkin Pest Control</i>
2:40 pm	Sales Panel: Learn from three, million dollar per year sales professionals
3:30 pm	Conclusion



TERMITE ACADEMY

ATTENDANCE REGISTRATION

HOW TO ATTEND?

NEARBY HOTELS

Holiday Inn Express and Suites

1175 University Ave
Berkeley, CA 94702
Ph: (510) 548-1700

DoubleTree by Hilton Hotel Berkeley

200 Marina Blvd
Berkeley, CA 94710
Ph: (510) 548-7920

Hyatt Place

5700 Bay Street
Emeryville, CA 94608
Ph: (510) 285-9232

Extended Stay America

3650 Mandela Pkwy
Oakland, CA 94608
Ph: (510) 923-1481

1. **Registration** is limited to a maximum of 45 students and limited to two (2) per company or agency on a first come - first in basis. Current, good standing PCOC members will have access to early registration five (5) days prior to the open registration period.

2. **Complete** the registration form. Please enclose a check or fill out the below credit card payment information and send to:

PCOC
Attn: 2020 Termite Academy
3031 Beacon Blvd
West Sacramento, CA 95691
Fax: (916) 372-5437
Questions? Email: Sarah@pcoc.org

Refund Policy: Requests for registration refunds will be honored if written notification of cancellation is received on or before February 3, 2020. No refunds will be cancellations after the mentioned deadline. We will except substitutions.

Registration Deadline: Monday, February 3, 2020

3. **Once your registration has been received**, your membership status verified, you will receive an email confirming your reserved spot. If the academy is full, you will be offered a spot on our waiting list. If a spot opens up, you will be notified by February 5, 2020.

REGISTRATION DEADLINE

Monday, February 3, 2020

REGISTRATION FEE

\$299.00 PCOC Member

\$349.00 Non-Member

Limited to 45 students

MAIL TO

PCOC
2020 Termite Academy
3031 Beacon Blvd
West Sacramento, CA 95691
Ph: (916) 372-4363

If paying by credit card, you may fax your form(s) to:

(916) 372-5437



TERMITE ACADEMY

Attendee Name _____

Address _____

City _____ State _____ Zip _____

Email _____

Company Name _____

Co. Phone _____ Co. Fax _____

Card Holder Name _____ Card # _____

Billing Address _____

City _____ State _____ Zip _____

Signature _____ Exp. _____ V-Code _____

\$299.⁰⁰ PCOC Member

\$349.⁰⁰ Non-Member