



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

SPONSORSHIP INFORMATION

CHOOSE ONE:

INCLUDED:

PRINCIPLE SPONSOR \$2,500
Any PCO Company has the opportunity to support at this level

- ◆ Logo in Academy Book
- ◆ Registration for one (1) attendee

SUPPORTING SPONSOR \$1,500
Any Affiliate Company has the opportunity to support at this level

- ◆ Attendance to Event
- ◆ Logo in Academy Book
- ◆ Ad space in Academy Book
- ◆ Display table for both days
- ◆ 2 minutes to talk at Dinner on Day 1

DISTRICT SPONSOR \$500

- ◆ Logo in Academy Book

Company Name _____

Contact Person / Title _____

Address _____ City _____ State _____ Zip Code _____

Phone _____ Fax _____ Website _____

Contact Email _____

Investment Options

By Check: Please Mail your check, along with your COMPLETE registration form, to 3031 Beacon Blvd, W. Sacramento, CA 95691. Please make checks payable to PCOC.

By Credit Card: Please fill out the section below and fax to (916) 372-5437

Visa Mastercard Amex

Name on Card: _____

Card Billing Address: _____

Card#: _____ Exp: _____ / _____ CVC#: _____

Authorized Signature: _____

Printed Name: _____ Date: _____

By signing this form, I authorize PCOC to charge my card for my PCOC 2020 Termite Academy registration fees in the amount that is equal to the total amount due for the item(s) that are indicated. If there are any discrepancies, PCOC staff will contact you to confirm amount.