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Title	Architecture	BIM	Building Inspection	Codes & Standards	Construction & Trades	Engineering	Facility Eng	Facility Management	Green/Sustainable	Health, Safety, Environment	Home Inspection	Industrial	Industrial Power Generation	Interior Design	IT & Security	Landscape Architecture	Laws & Rules & Ethics	LEED	Legal, Insurance, Risk	Math & Measurements	Professional Development	Project Management	Surveying
2014 Florida Building Code Advanced 5th Edition: Plumbing Summary of Significant Changes - Internet	•		•	•	•		•	•			•			•									
2014 Florida Building Code Advanced 5th Edition: Significant Changes to the Residential Code - Internet	•			•	•						•			•									
2014 Florida Building Code Advanced 5th Edition: Structural Summary of Provisions – Internet	•		•	•	•						•												
2014 Florida Building Code® Advanced 5th Edition: Significant Changes to the Building Code - Internet	•		•	•	•	•								•									
2014 Florida Residential Code Advanced 5th Edition: Overview - Internet	•		•	•							•			•									
2015 International Building Code Essentials – Code Administration, Enforcement, and Building Planning	•			•			•	•						•									
2015 International Building Code Essentials – Fire Safety	•			•			•	•						•									
2015 International Building Code Essentials – Health Safety	•			•			•	•						•									
2015 International Building Code Essentials – Life Safety	•			•			•	•						•									
2015 International Building Code Essentials – Structural Safety	•			•			•	•															
2015 International Building Code: Significant Changes to Structural Provisions	•			•	•	•																	
2015 International Energy Conservation Code - Commercial Essentials	•			•			•	•						•									
2015 International Energy Conservation Code - Residential Essentials	•			•										•									
2015 International Fire Code Essentials – General Safety Precautions	•			•			•	•		•				•									
2015 International Fire Code Essentials – Hazardous Materials	•			•			•	•		•				•									
2015 International Fire Code Essentials – Site and Building Services	•			•			•	•		•				•									
2015 International Fire Code Essentials – Special Processes and Building Uses	•			•			•	•		•				•									
2015 International Fire Code® Essentials – Fire/Life Safety Systems and Features	•			•			•	•		•				•									
2015 International Fire Code®: Significant Changes	•			•			•	•		•				•									
2015 International Plumbing, Mechanical, and Fuel Gas Code: Significant Changes	•		•	•	•	•																	
2015 International Residential Code (IRC): Significant Changes	•			•	•	•																	
2015 International Residential Code® Essentials – Code Administration and Site Development	•			•						•				•									
2015 International Residential Code® Essentials - Health and Safety	•			•						•				•									
2015 International Residential Code® Essentials - Protection, Utilities, Conservation, and Hazards	•			•						•				•									
2015 International Residential Code® Essentials - Structural	•			•						•													
2015 National Design Specification for Wood Construction						•																	
2017 Florida Building Code Advanced 6th Edition: Accessibility Scoping Requirements Internet	•			•	•									•		•							
2017 Florida Building Code Advanced 6th Edition: Accessibility, Application and Administration	•			•	•									•		•							

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2017 NEC Changes: Communications Systems			•	•	•	•	•	•															
2017 NEC Changes: Special Equipment			•	•	•	•	•	•			•												
2017 NEC Changes: A New Process and Five New Articles			•	•	•	•	•	•			•												
2017 NEC Changes: Appliances and Equipment			•	•	•	•	•	•			•												
2017 NEC Changes: Branch Circuit, Feeder and Services			•	•	•	•	•	•			•												
2017 NEC Changes: Conductors and Wiring Methods			•	•	•	•	•	•			•												
2017 NEC Changes: Enclosures and Boxes			•	•	•	•	•	•			•												
2017 NEC Changes: General Requirements			•	•	•	•	•	•			•												
2017 NEC Changes: Hazardous Locations			•	•	•	•	•	•															
2017 NEC Changes: Overcurrent Protection and Grounding & Bonding			•	•	•	•	•	•			•												
2017 NEC Changes: Receptacles and Switches			•	•	•	•	•	•			•												
2017 NEC Changes: Special Occupancies			•	•	•	•	•	•															
3D Printing in Design and Construction	•				•	•						•											
A Better Construction Contract																			•		•	•	
A Hydrology Primer for Engineers and Design Professionals	•						•									•							•
A Manager's Guide to Performance Appraisals																					•		
A Wetland Primer for Design Professionals	•						•									•							•
A Wetland Primer, Advanced: Field Evaluation & Permitting Considerations	•						•									•							•
A/E's, Owners, & Contractors: Managing Projects to Success					•																•	•	
Absolute Mechanical Basics: Measures, Mass & Motion							•	•				•											
Access Management	•			•	•		•							•		•							
Accessibility by Building Type: Multi-Use Facilities	•			•										•					•				
Accessibility by Building Type: Universal Residential Design	•		•		•	•	•	•			•			•		•			•				•
Accessible Parking	•		•	•	•	•	•	•								•							
Accessible Restrooms	•		•	•	•	•	•	•						•									
Accessible Routes: Getting In, Out, and Around	•			•										•		•							
Accessible Signage	•		•	•										•									
Accounting for Change Orders																			•			•	
Active Shooter and Other Acts of Targeted Violence							•	•													•		
ADA Compliance in Business																						•	
ADA Guidelines 2010: Achievable Barrier Removal and Accessibility	•			•			•	•						•		•			•				
ADA Guidelines 2010: Building Blocks	•			•			•	•						•		•			•				
ADA Guidelines 2010: Communication Elements and Features	•			•			•	•						•		•			•				
ADA Guidelines 2010: General Site and Building Elements	•			•			•	•						•		•			•				
ADA Guidelines 2010: Plumbing Elements and Facilities	•			•			•	•						•		•			•				
ADA Guidelines 2010: Recreational Facilities	•			•			•	•						•		•			•				
ADA Guidelines 2010: Small Towns	•			•										•		•			•				
ADA Guidelines: Achievable Barrier Removal and Accessibility (B)	•			•			•	•						•		•			•				
ADA Guidelines: Designing Pedestrian Facilities using Public Right of Way Accessibility Guidelines (PROWAG)	•			•		•										•							

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Advanced Management Skills																						•		
Advanced Project Management: Advanced Project Risk Management																							•	
Advanced Project Management: Advanced Project Scheduling																							•	
Advanced Project Management: Converting Strategy Into Action																							•	
Advanced Project Management: Executing Complex Programs																							•	
Advanced Project Management: Integrated Project Delivery																							•	
Advanced Project Management: Managing Project Teams																							•	
Advanced Project Management: Project Management in a Dynamic Environment																							•	
Advanced Project Management: Project Performance Management																							•	
Advanced Project Management: Sustainability in Project Management																							•	
Advanced Project Management: The Power of Project Leadership																							•	
Advanced Project Management: Understanding the Project, Program, and Portfolio Architecture																							•	
Advanced Stormwater Treatment: Design						•																		
Advanced Stormwater Treatment: Nutrient Removal						•																		
Advanced Wastewater Treatment Plant Design						•																		
Advancements in Concrete	•				•	•																		
Adverse Possession: An Advanced Course																						•	•	
AEC Professional Development and Leadership Training Program																						•		
AEC Success: Business Development and Sales							•	•														•		
AEC Success: Conflict Resolution in the Workplace																						•		
AEC Success: Effective Decision Making							•	•														•		
AEC Success: How to Become a Top-Notch Industry Leader																						•		
AEC Success: How to Communicate and Present Effectively																						•		
AEC Success: Networking and Relationship Building																						•		
AEC Success: Strategies for a Successful Interview																						•		
AEC Success: Time Management and Billable Hours																						•		
AIA's Essentials of Cost Management: Building Economics	•													•		•								
AIA's Essentials of Cost Management: Cost Management Methodology	•													•		•								
AIA's Essentials of Cost Management: Cost-Estimating Methodology	•													•		•								
AIA's Essentials of Cost Management: Cost-Estimating Tools	•													•		•								
Air Quality: U.S. Air Trends						•			•															
Akin v. Godwin - A Dave Gibson Lot and Block Case																							•	
Algebra for Engineers - Method of Least Squares Part 2: Curve Fitting with the Linear Model																				•				

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Building Information Modeling (BIM) for Owners and Facility Managers	•	•			•		•	•						•									
Building Pathology: An Introduction						•																	
Building Pathology: Columns and Walls						•																	
Building Pathology: Foundations						•																	
Building Pathology: Freeze-Thaw Cycling						•																	
Building Pathology: Materials Pathology						•																	
Building Pathology: Members and Connections						•																	
Building Pathology: Parapets & Decks						•																	
Building Pathology: Rising Damp & Salt Decay						•																	
Building Pathology: Roofs						•																	
Building Pathology: Site Drainage Problems						•																	•
Building Pathology: Thermal Movement, Corrosion, & the Ozone						•																	
Building Pathology: Utilities, Environmental & Protection Systems						•																	
Building Pathology: Walls and Thermodynamics						•																	
Building Performance: Design Through Operations	•		•		•	•	•	•	•					•		•		•					
Building Systems for Designers - Advanced Acoustic Design Principles	•													•									
Building Systems for Designers - Electrical Appliances and Communications Equipment	•													•									
Building Systems for Designers - Electrical Systems Basics	•													•									
Building Systems for Designers - Fire Safety	•													•									
Building Systems for Designers - Heating and Cooling Systems	•													•									
Building Systems for Designers - Indoor Air Quality	•													•									
Building Systems for Designers - Introduction to Acoustic Design Principles	•													•									
Building Systems for Designers - Lighting Systems	•													•									
Building Systems for Designers - Principles of Thermal Comfort	•													•									
Building Systems for Designers - Structural Systems	•													•									
Building Systems for Designers - Toilet and Bath Design	•													•									
Building Systems for Designers - Water Supply, Distribution, and Waste Systems	•													•									
Building Systems for Designers: The Building and Its Environment	•													•									
Business Communication Fundamentals																						•	
Business Disputes: Alternative Resolutions to Litigation																			•				•
Business Execution: 01-Execution Strategies																						•	
Business Execution: 02-Inspiring Workplace Excellence																						•	
Business Execution: 03-Turning Ideas into Actions																						•	
Business Management: Brief Overview																					•		
Business Rules for Land Surveyors																							•
Campus Planning - An Introduction	•															•							

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Electrical General Requirements										•													
Electrical Installations 1: Electrical Laws, Components and Circuits					•	•	•																
Electrical Phase Converters					•	•	•																
Electrical Protection Grounding					•	•	•																
Electrical Safety for Qualified Employees										•													
Electrical Safety for Unqualified Employees										•													
Electrical Tools: Digital Multimeters I - Operation					•	•	•																
Electrical Tools: Digital Multimeters II - Applications					•	•	•																
Electrical Wiring Methods										•													
Email Etiquette																						•	
Emergency Electric Power					•	•	•	•															
Emergency Management Guide							•	•		•													
Employee or Independent Contractor: The Risk of Misclassification of Employees																					•		
Energy Conversion Analysis (RV-10839)						•	•					•											
Energy Conversion Ideal vs Real Operation Analysis						•						•											
Energy Efficient Water Heating					•	•	•	•															
Energy From Waste						•	•	•				•											
Energy Modeling Outcomes - Design with Confidence	•					•	•	•	•														
Engineering Economic Analysis																				•			
Environmental Risks in Construction					•	•			•														
Environmental Safety						•	•	•		•		•											
EPA Onsite Wastewater Treatment: Processes and Systems						•																	
EPA Onsite Wastewater Treatment: Systems Management						•																	
Essential Lighting: The Language, Metrics & Process of Lighting Design	•													•									
Essentials of I-9 Compliance																					•		
Essentials of Industrial Wastewater Treatment						•	•	•				•											
Essentials of Intelligent Transportation Systems						•																	
Essentials of Quality Concrete					•	•																	
Essentials of Smart City Applications						•																	
Essentials of the Connected Vehicle						•																	
Ethical Decision Making (RV-10705AW)																							
Ethical Decision Making for Design and Construction Professionals	•				•									•		•		•				•	
Ethical Decision Making for Engineers #1																					•		
Ethical Decision Making for Engineers #2																					•		
Ethical Decision Making for Engineers #3																					•		
Ethical Decision Making for Engineers #4																					•		
Ethical Decision Making for Engineers #5																					•		
Ethics for Certified Planners																					•		
Ethics for Florida Building Inspectors			•																		•		
Ethics for Land Surveyors: Abiding By the Rules & Regulations for Surveying																					•		•

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Green Building with Steel - Part 2: Guidelines for Builders, Trades and Inspectors					•	•			•														
Green Building with Steel - Part 3: Light Gauge Metal Components for Framing					•	•			•														
Green Building with Steel - Part 4: Framing With Steel Studs					•	•			•														
Green Building with Steel - Part 5: Erecting An Engineered Red Iron Steel House					•	•			•														
Green Building: Commercial High Performance Guidelines Part 1	•				•	•			•														
Green Building: Commercial High Performance Guidelines Part 2	•				•	•			•														
Green Design: Biophilia and the Human Affinity for Nature	•								•					•		•							
Green Design: Brownfield Redevelopment (RV-10900)	•					•			•					•		•							
Green Design: Economics of Green Building	•				•	•	•	•	•					•									
Green Design: Introduction to High Performance Building Design (Based on LEED v4)	•				•	•	•	•	•					•				•					
Green Design: Introduction to Indoor Environmental Air Quality (Based on LEED v4)	•				•	•	•	•	•					•									
Green Design: Introduction to Sustainability and Measurement Systems (Based on LEED v4)	•				•	•	•	•	•					•				•					
Green Design: Introduction to Sustainable Design Materials and Resources (Based on LEED v4)	•				•	•	•	•	•									•					
Green Design: Introduction to Sustainable Sites (Based on LEED v4)	•				•	•			•							•		•					
Green Design: Introduction to Sustainable Water Systems (Based on LEED v4)	•					•			•					•		•							
Green Design: Sustainability and Historic Preservation	•								•					•		•							
Green Design: Sustainable Daylighting Design (Based on LEED v4)	•				•	•	•	•	•					•				•					
Green Design: Sustainable Lighting Design (Based on LEED v4)	•				•	•	•	•	•					•				•					
Green Design: The Ethics of Green Design	•				•		•	•	•					•		•	•						
Green Infrastructure 1: Introduction to High Performance Guidelines	•					•			•														
Green Infrastructure 2: Best Practices for Site Assessment	•					•			•														
Green Infrastructure 3: Best Practices for Streetscape	•					•			•														
Green Infrastructure 4: Best Practices for Pavement	•					•			•														
Green Infrastructure 5: Best Practices for Utilities	•					•			•														
Green Infrastructure 6: Best Practices for Stormwater Management	•					•			•														
Green Infrastructure 7: Best Practices for Landscape	•					•			•							•							
Green Infrastructure 8: Best Practices For Construction	•					•			•														
Green Landscape Design: Reducing the Urban Heat Island Effect	•					•	•	•	•							•							
Green Landscape Design: Water Conservation in the Landscape	•					•			•							•							
Green Street Retrofit	•				•	•			•							•							
Green Streets	•				•	•			•							•							
Green Urban Design	•				•	•			•							•							

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International Building Code & More: Family Residences, Existing Structures and Historic Buildings	•		•	•	•	•	•	•						•									
International Building Code & More: Finish and Furniture Selection	•		•	•	•	•	•	•						•									
International Building Code & More: Fire Protection Systems	•		•	•	•	•	•	•						•									
International Building Code & More: Means of Egress	•		•	•	•	•	•	•						•									
International Building Code (IBC) - Assembly Spaces	•			•	•																		
International Building Code (IBC) - Care Facilities Provisions	•			•	•																		
International Building Code Significant Changes to 2012 Edition	•			•	•									•									
International Engineering																					•		
International Snapshot on Sustainable Infrastructure	•					•										•							
Interviewing the Right Way																					•		
Interviewing the Right Way & Managing the Millennial (RV-PGM145)																					•		
Introduction to ASHRAE 189.1-2011: Standard for the Design of High-Performance Green Buildings Except Low-Rise Residential Buildings	•			•	•	•	•	•	•														
Introduction to ASHRAE 55-1992: Thermal Environmental Conditions for Human Occupancy	•			•	•	•	•	•															
Introduction to ASHRAE 62.1-2010: Ventilation for Acceptable Indoor Air Quality	•			•	•	•	•	•															
Introduction to ASHRAE 90.1-2010: Energy Standard for Buildings Except for Low Rise Residential Buildings	•			•	•	•	•	•	•														
Introduction to Co-locating Systems	•				•	•			•					•									
Introduction to Electronic Component Packages					•	•																	
Introduction to FEMA Flood Maps and Flood Studies						•																	•
Introduction to Net Zero Buildings	•					•			•														
Introduction to Photovoltaics	•				•	•	•	•	•														
Introduction to Rain Gardens	•				•	•	•	•	•														
Introduction to Sustainable Design and Construction Using Green Globes	•				•	•	•	•	•					•									
Introduction to Sustainable Roof Technologies	•				•	•	•	•	•														
Introduction to the ISI Envision Rating System						•			•														
Introduction to Wetlands						•																	•
Inventory Management for Engineers							•														•		
Ionizing Radiation							•	•				•											
Irrigation Practices for Commercial and Residential Sites	•				•		•									•							
IT Pro to Manager: 01-Managing the Development of Technical Professionals																						•	
IT Pro to Manager: 02-Successful Communication and Process Management Skills																						•	
IT Pro to Manager: 03-Developing Leadership and Transitioning into Management																						•	
Laboratory Safety (BBLASAOEN)										•													
Ladder Safety										•	•												
Land Development Projects: Design of Infrastructure	•				•	•										•							

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Liquefied Natural Gas (LNG): The LNG Value Chain						•																	
Liquefied Natural Gas (LNG): The Role of Shale Gas in the Golden Age of Gas						•																	
Lockout/Tagout					•		•	•		•													
Lot 21 -- A Dave Gibson Lot and Block Case																							•
Low Pressure Sewer Design						•																	
Low Voltage Fundamentals					•	•	•	•															
Making Humor Work at Work																						•	
Making the Flood Zone Determination						•																	•
Management 101: 01-Introduction to Management																						•	
Management 101: 02-Leading and Communicating as a Manager																						•	
Management 101: 03-Making an Impact as a Manager																						•	
Management 101: 04-Taking Control as a Manager																						•	
Managing a Buyout Program																						•	
Managing a Millennial																						•	
Managing Contractors and Temporary Employees																						•	
Managing Generation X																						•	
Managing Technical Professionals																						•	
Manholes - Head Loss and Sizing					•	•																	
Manufacturing and Specifying of Clay Brick Masonry	•				•											•							
Material Science: Properties of Metals						•							•										
Material Science: Structures of Metals						•						•											
Mathematics I: Algebra																					•		
Mechanical Characteristics of Conductors					•	•																	
Mechanical Science: Heat Exchangers					•	•						•											
Medical Waste Stream: Identification and Handling						•	•	•		•													
Medium Voltage Underground Cables					•	•																	
Membrane Filtration - Part 1: Process, Products & Materials						•						•											
Membrane Filtration - Part 2: System Components & Pumps						•						•											
Membrane Filtration - Part 3: Plant Functions and Pretreatment Methods						•						•											
Membrane Filtration - Part 4: Cleaning, Measuring, Controls and Pumps						•						•											
Mentoring that Matters																						•	
Metes & Bounds Surveys: An Essential Review						•																	•
Michigan 2011 NEC Code Changes 15-Hour Review				•	•																		
Microgrid Essentials						•			•														
Microgrids and the City						•	•	•															
Microsoft Project 2013 Essentials Training							•	•							•						•	•	
Microsoft Project 2013 Intermediate Training							•	•													•	•	
Microsoft Project 2016 Essentials Training							•	•							•						•	•	
Microsoft Project 2016 Intermediate Training							•	•							•						•	•	
Minimum Standards and Practices for Florida Mold Assessors and Remediators																•							

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Minimum Standards for Arkansas Land Surveyors																	•						
Minimum Technical Standards for Georgia Land Surveyors																	•						
Minimum Technical Standards for Louisiana Land Surveyors (1 hour)																	•						
Minimum Technical Standards for Louisiana Land Surveyors (2 hours)																	•						
Minimum Technical Standards for Louisiana Land Surveyors (4 hours)																	•						
Minimum Technical Standards for New Mexico Land Surveyors																	•						
Mississippi Standards of Practice for Surveying																	•						•
Modern Environmental Laws						•			•										•				
Modern Roundabout Design: Designing Safe Intersections						•																	
Modern Sewer Design: Durability Guidelines for Corrugated Steel Pipe						•																	
Modern Shale Gas Development						•																	
Moisture Control in Brick Masonry					•																		
Mold Basics		•		•	•	•	•				•												
Mold Contractors' Standard of Care				•																			
Mold Documentation and Report Preparation		•		•							•												
Mold Remediation				•	•	•	•			•													
Mold Remediation Equipment				•	•																		
Mold Remediation in Schools & Commercial Buildings				•	•	•	•																
Mold Reporting for Mold Assessment and Mold Remediation Projects		•		•							•												
Mold Safety and Health		•		•	•	•	•			•	•												
Mold Sampling		•		•	•	•	•				•												
Montana 4 Hour 2017 NEC Changes: Program 1		•	•	•	•	•	•				•												
Montana 4 Hour 2017 NEC Changes: Program 2		•	•	•	•	•	•				•												
Montana Electrician 4 Hour Industry Related Program 1							•	•		•													
Montana Electrician 4 Hour Industry Related Program 2				•	•	•	•																
More Than Mold - Health Effects Associated With Mold and Water Damage				•	•	•	•			•													
Movement Joints in Brick Masonry				•	•																		
Multigeneration Management: 01-Workforce Generations																							•
Multigeneration Management: 02-Leading Silents and Boomers																							•
Multigeneration Management: 03-Multi-Generational Leadership (GenX and NExt)																							•
Multigeneration Management: 04-Cross-Generational Teams																							•
Multigeneration Management: 05-Developing Generations																							•
Multistage Centrifugal Pump Maintenance							•					•											
Nanotechnology and Sustainability						•			•														
Natural Gas Systems - Sizing and Design Consideration				•	•	•	•																
NCBEEC Laws and Rules - General Statutes of NC & Title 21 NCAC 18B V.13																•							

Title	Architecture	BIM	Building Inspection	Codes & Standards	Construction & Trades	Engineering	Facility Eng	Facility Management	Green/Sustainable	Health, Safety, Environment	Home Inspection	Industrial	Industrial Power Generation	Interior Design	IT & Security	Landscape Architecture	Laws & Rules & Ethics	LEED	Legal, Insurance, Risk	Math & Measurements	Professional Development	Project Management	Surveying
Safety: Material-Handling							•	•		•													
Safety: Trades							•	•		•													
Safety: Welding Part 1 - Gas Cylinders & Oxy-fuel Systems							•	•		•													
Safety: Welding Part 2 - Equipment Use & Welder Protection							•	•		•													
Safety: Working with Chemicals							•	•		•													
Seawalls and Boat Docks for Home Inspectors											•												
Seismic - Wood Diaphragm Design for Out of Plane Wall Anchorage					•	•																	
Seismic Diaphragm Demands						•																	
Seismic Equivalent Lateral Force Base Shear						•																	
Selection, Specification and Installation of Safety and Security Barriers and Bollards	•	•		•	•			•								•							
Senior Living Facility Guidelines for Cost Management and Financing	•									•													
Septic System Design						•																	
Sequential vs. Simultaneous Conveyancing																							•
Series B: 2011 NEC Code Changes - Chapter 3 (4 hour)				•	•																		
Series B: 2011 NEC Code Changes - Chapter 4 (4 hour)				•	•																		
Series B: 2011 NEC Code Changes - Chapter 5 (4 hour)				•	•																		
Series B: 2011 NEC Code Changes - Chapter 6 (4 hour)				•	•																		
Series B: 2011 NEC Code Changes - Chapter 7 & Chapter 8 (4 hour)				•	•																		
Series B: 2011 NEC Code Changes - Introduction, Chapter 1 & Chapter 2 (4 hour)				•	•																		
Set-Up of Engineering Controls for Mold Remediation Projects					•	•																	
SExual Harassment Prevention for Employees (AB1825 & AB2053)																						•	
SExual Harassment Prevention for Managers (AB1825 & AB2053)																						•	
SExual Harassment Prevention: Quick Refresh																						•	
SExual Harassment: Respecting the Individual																			•			•	
Signage for Architects, Interior Designers and Landscape Architects	•													•		•							
Simple 300x100 Parcel - A Dave Gibson Metes and Bounds Case																							•
Site Engineering for Landscape Architects: Contours, Forms, Interpolation, and Slope	•															•							
Site Engineering for Landscape Architects: Design and Layout	•															•							
Site Engineering for Landscape Architects: Designing and Sizing Storm Water Management Systems	•															•							
Site Engineering for Landscape Architects: Determining Rates and Volumes of Storm Runoff	•															•							
Site Engineering for Landscape Architects: Estimating Runoff Rates, Volumes, and Required Detention Storage	•															•							
Site Engineering for Landscape Architects: Grading	•															•							



Title	Architecture	BIM	Building Inspection	Codes & Standards	Construction & Trades	Engineering	Facility Eng	Facility Management	Green/Sustainable	Health, Safety, Environment	Home Inspection	Industrial	Industrial Power Generation	Interior Design	IT & Security	Landscape Architecture	Laws & Rules & Ethics	LEED	Legal, Insurance, Risk	Math & Measurements	Professional Development	Project Management	Surveying	
Smart Office: Powerpoint 2007 Essential Training															•						•			
Smart Office: Powerpoint 2007 Essential Training II															•							•		
Smart Office: Powerpoint 2010 Essential Training															•							•		
Smart Office: Powerpoint 2010 Essential Training II															•							•		
Smart Office: PowerPoint 2013 Essential Training															•							•		
Smart Office: Word 2007 Essential Training															•							•		
Smart Office: Word 2007 Essential Training II															•							•		
Smart Office: Word 2010 Essential Training															•							•		
Smart Office: Word 2010 Essential Training II															•							•		
Smart Office: Word 2013 Essential Training I															•							•		
Smart Office: Word 2013 Essential Training II															•							•		
Smart Quality: Building Quality Awareness																						•		
Smart Safety: Safe Driving																						•		
Smart Sales 1: Understanding the Psychology of Sales																						•		
Smart Sales 2: Identifying the Decision Maker & Setting Appointments																						•		
Smart Sales 3: Securing Appointments & Advancing the Sale																						•		
Smart Sales 4: Overcoming Objections & Closing the Sale																						•		
Smart Sales 5: Business-to-Business Sales																						•		
Smart Sales 6: The Sales Cycle																						•		
Smart Sales: Advanced Tele-Prospecting - Closing the Call																						•		
Smart Sales: Advanced Tele-Prospecting - Creating Opening Statements																						•		
Smart Sales: Advanced Tele-Prospecting - Dealing With Dismissive Objections																						•		
Smart Sales: Advanced Tele-Prospecting - Follow-up Strategies and Tactics																						•		
Smart Sales: Advanced Tele-Prospecting - Getting Past Gatekeepers																						•		
Smart Sales: Advanced Tele-Prospecting - Handling Smokescreen and Authentic Objections																						•		
Smart Sales: Advanced Tele-Prospecting - Overview and Pre-Call Planning																						•		
Smart Sales: Advanced Tele-Prospecting - Presenting an Offer																						•		
Smart Sales: Advanced Tele-Prospecting - Qualification and Questioning																						•		
Smart Sales: Advanced Tele-Prospecting - Using Email in the Tele-Prospecting Process																						•		
Smart Time Management: 7 Steps to Regaining Control of Your Day																						•		
Smart Time Management: The 80/20 Rule for Making Every Minute Count																						•		
Smart Workplaces: Code of Conduct - Ethics Education & Social Media Guidelines																			•			•		
Smart Workplaces: Designing Safe Workspaces & Preventing Injury																			•			•		

