



Certified Applicator Specialist (CAS)

Training

The Certified Applicator Specialist (CAS) training covers the “Core Body of Knowledge” requirements for the most effective application of CerarMist, as well as OSHA health and safety regulations relating to CerarMist products and associated equipment.

Certified Applicator Specialists (CAS) apply CerarMist surface protectants for industrial/commercial and residential structures to disinfect surfaces as well as minimizing the opportunity for harmful pathogens to propagate.

CerarMist has designed a comprehensive Certified Applicator Specialist training and certification program. The 3-level curriculum, scheduled over three (3) days, consists of 1) e-learning and/or classroom, 2) workshop, and 3) field apprenticeship assignment components.

Training sessions may be comprised of lecture, written exercises, large and small group discussions, PowerPoint, videos, and hands-on workshops that reinforce the learning experience. During sessions, trainees learn techniques needed to effectively prepare CerarMist surface protectants for application as well as the proper care of equipment.

Safety lessons focus on personal protective equipment (PPE), and safe work practices relating to proper handling, transportation and storage of CerarMist liquid components, and proper use of hand, power and air-driven tools.

Upon completion of training, trainees will have gained a new set of skills for the most effective application of CerarMist that are directly connected to services provided by CerarMist Solutions of America, LLC. Training includes quizzes, PDF downloads relating to CerarMist preparation, and equipment operations as well as performance evaluation during Field Apprenticeship.

Training Module Descriptions

E-learning and/or Classroom: Trainees gain basic knowledge of CerarMist technologies, and the industries served via an e-learning platform or instructor-led classroom sessions and/or the Internet using a personal Computer. Instruction is segmented into independent training sessions with specific performance objectives outlined. Instruction may include both independent and group assignments, quizzes and a written final exam.

A passing ratio of 70% on the quizzes is required to receive a Course Completion Certificate.

Workshop Training and Team Project Assignments: (Available in certain areas) Interactive Workshop Training will provide trainees with visual and hands-on reinforcement designed to teach the practical application of CerarMist, care and use of equipment and compliance with safety regulations.

Foundational Lessons:

Trainees are provided with seven lessons regarding basic company background information, corporate culture, work environment, operations and safety requirements including Personal Protective Equipment (PPE).

CerarMist Product Knowledge Lessons:

1. **The CerarMist Difference:** provides trainees with knowledge of typical chemical cleaning, and disinfecting agents and their functions. Trainees learn how to differentiate these chemicals from CerarMist surface protectant products, application and techniques. *A written exam is given at the end of the lesson.*
2. **Consultative Sales:** Consultative Sales approach focuses on creating value and trust with a prospect and exploring their needs before offering a solution. Trainees will gain insight into how to dialog with a potential customer, and the art of conversation that leads to a signed contract.
3. **Prospecting and Sales Presentation:** trainees will be introduced to the art of prospecting and the importance of investing time in a potential customer to build a long-lasting relationship that leads to reoccurring sales.
4. **Mechanical Kill vs Chemical Kill:** describes the uniqueness, and features and benefits of CerarMist surface protectants defensive approach to proactive protections. *A written exam is given at the end of the lesson.*
5. **Product Knowledge Training:** trainees will learn detailed CerarMist product knowledge, gain insight into the disinfecting industry and which market sectors to target. Competitor analysis will be discussed along with learning the Company's value statements and SNAP.
6. **Grow Guard Plant Protectant:** trainees will learn about the features and benefits of Grow Guard plant protectant while reviewing case studies and other plant trials. *A written exam is given at the end of the lesson.*
7. **CerarMist Product Suite:** familiarizes the trainee with CerarMist and the fundamental principles of the performance of CerarMist products. Trainees will discover the reasons and benefits for using CerarMist and its desirable material properties. The knowledge of basic concepts of CerarMist nanotechnology goes a long way in understanding and appreciating product differentiations, product attributes and performance, cost, and application areas. *A written exam is given at the end of the lesson.*
8. **10 Client Questions:** trainees will be introduced to the most important questions to ask a client to uncover buyer motivations for CerarMist products and application services.

CerarMist Technical Lessons

9. **Safety Data Sheets Review:** trainees learn to read and understand the different sections of a 16-section Safety Data Sheet. By understanding these sections, the trainee will be equipped to put the proper preventative and protective measures in place to reduce the risk of injury. *Review will incorporate using the Company's SDS sheets.*
10. **Quality Control:** provides trainees with a complete understanding of quality assurance procedures, system failure analysis, and proprietary techniques used in CerarMist technologies. Trainees will gain insight into quality standards during various stages of CerarMist applications and manufacturing processes. *A written exam is given at the end of the lesson.*

11. **Electrostatic Sprayer, Fogger, Trigger Sprayer & Equipment Breakdown & Maintenance:** trainees will learn the importance of the various types of application equipment and the process involved in applying CerarMist on any surface. Trainees will understand the procedures involved in the care, maintenance and repair of equipment. Trainees will learn about the causes of common equipment failures and recognize how equipment failures are investigated and remediated. *Video instruction. Certification.*
12. **Air Quality Instruments/Particle Counter Use, Breakdown & Maintenance:** trainees will learn the importance of the air quality testing in the client's facility and the process involved in determining healthy air quality for the well-being of the business' employees and customers. Trainees will understand the procedures involved in the care, maintenance and repair of equipment. Trainees will learn about the causes of common equipment failures and recognize how equipment failures are investigated and remediated. *Video instruction. Certification.*
13. **Product Liability & Fidelity Bond:** trainees will be introduced to various insurance products that will protect business operations.
14. **Documentation:** trainees learn the importance of documenting each phase of the job to ensure the successful completion of the project per customer specifications including, but not limited to service proposals, site surveys, product selections, application techniques used, job results, etc. *Review will incorporate using the Company's forms and record keeping documents.*

Learning Outcomes

By the end of the Certified Applicator Specialist Training Program trainees should be able to:

1. Possess skills specific to each segment of classroom and workshop training program which include comprehensive hands-on opportunities with familiar hand tools, power tools, trade math calculations, tool and material identification relating to equipment used in CerarMist applications.
2. Acquire skills specific to the handling, operation, maintenance and troubleshooting of equipment used in CerarMist applications.

Final CAS Training Phase:

Field Training (available in certain areas) offers trainees the opportunity to perform essential skills and perfect techniques in real-world settings under supervision. Opportunities to demonstrate mechanical ability, problem-solving skills and the ability to work collaboratively with another crew member. Field training provides job-specific technical knowledge and practical experience necessary to succeed in surface protectant application operations.

For more information on CerarMist Certified Applicator Specialist Training
please email: inquiries@cerarmist.com