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**THE APSP CAREER INSTITUTE ANNOUNCES UPCOMING CLASSES AND  
CERTIFICATION COURSES  
AT THE 2011 INT'L POOL | SPA | PATIO EXPO**

(ALEXANDRIA, VA) – The Association of Pool & Spa Professionals (APSP) Career Institute, the nation's premier pool, spa, and hot tub education provider, announces advanced classes and certification courses for pool and spa builders, designers and service providers at the 2011 Int'l Pool | Spa | Patio Expo Oct. 31- Nov. 4 at the Mandalay Bay Convention Center in Las Vegas, Nev.

Builders can attend the APSP Builders Institute (ABI), an intensive program of seminars and transformational learning experiences to help them increase sales and improve the quality of their future pool and spa projects. The ABI program is offered in a two-day format, with the study of cutting-edge technical topics like acrylic windows, after dark visual effects, and unique waterproofing as the focus of day one, and time-tested business, sales and marketing strategies the focus of day two.

A three and a half-day ABI and CBP program are also available to those pool and spa professionals seeking the APSP Certified Building Professional (CBP) designation. In addition to the ABI program, builders will attend the CBP exam prep course and will end the program by taking the CBP exam on-site at the Expo. After attending the ABI/CBP prep course, builders will have 21 hours to apply toward their 24 hour continuing education requirement for certification.

“The Advanced Builders Institute, paired with the Certified Building Professional designation gives our members a competitive edge in this tough economy,” said Bill Weber, CEO, APSP. “The programs are very well-rounded for hybrid professionals. Advanced installation tips and best practices help develop exceptional pool and spa installers, and valuable marketing, sales and communication strategies enhance the success of the industry's businessmen and women.”

Pool and spa service providers will also be offered a two-day program through the APSP Technical Service Institute (TSI), or a three and a half-day program that includes the TSI and Certified Service Professional (CSP) certification prep course and exam.

Through the Technical Service Institute, service providers will attend a skill-building series of seminars led by well-known industry experts on the topics of: ADA compliance; VGB compliance; salt water generators; start-up methods; water chemistry and maintenance; diagnosing and removing stains; and OSHA training for technicians.

“We are thrilled to have the best instructors from leading manufacturers and the best service providers in the industry available to teach our members the latest techniques for handling some of the industry’s most challenging service, repair, and renovation issues in an interactive, hands-on format,” said Weber. “These classes will present a unique opportunity for our members to ask questions and receive immediate attention from a variety of industry experts.”

As with the three day ABI/CBP prep course and exam, attendees of the TSI/CSP prep course will receive 21 hours to apply toward the 24 hour continuing education requirement for certification.

Registration for the 2011 Int’l Pool | Spa | Patio Expo is open at [www.poolspapatio.com](http://www.poolspapatio.com). All educational seminars are ticketed events and require registration, and some APSP courses require prerequisites for participation. For more information about these programs offered at Expo, please contact [Jennifer Heinz](#) of the APSP Career Institute or phone 703-838-0083, ext. 274.

### **About the Career Institute**

APSP’s Career Institute is the country’s premier pool, spa and hot tub education provider. Offered in classrooms around the country, as self-study programs, and in an on-line format, the Career Institute’s courses are all based upon the nationally recognized ANSI/APSP/ICC pool and spa standards. This means participants are learning building techniques and service and repair methods that are based on current technologies and sound research. APSP-Certified professionals use state-of-the-art technology to deliver and service quality pools, spas and hot tubs, providing peace-of-mind to consumers. To see complete course and certification offerings, as well as webinars, visit [APSP.org/CareerInstitute](http://APSP.org/CareerInstitute).

### **About APSP**

APSP is the world’s largest international trade association representing the swimming pool, spa, and hot tub industry. Its mission is to promote consumer safety, and enhance the business success of its members.

Members adhere to a code of business ethics and share a commitment to public health and safety in the use of pools, spas and hot tubs. Since 1985, APSP has been accredited by the American National Standards Institute as the recognized Standards Developing Organization to produce the nation's swimming pool, spa and hot tub standards. APSP member companies include manufacturers, distributors, manufacturers' agents, designers, builders, installers, suppliers, retailers and service professionals. For more information about the APSP please visit [APSP.org](http://APSP.org).

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