

Presented by the Florida Swimming Pool Association



EVERYTHING UNDER THE SUN EXPO

March 14-15, 2025 | Orlando, FL

EDUCATION & TRADE SHOW GUIDE

www.UnderTheSunExpo.com

SCHEDULE

Tuesday, March 11 & Wednesday, March 12

8:00 a.m. - 5:00 p.m.

Pre-Conference Specialty Education

Thursday, March 13

8:00 a.m. - 5:00 p.m.

Pre-Conference Specialty Education

11:00 a.m. - 4:40 p.m.

Education Courses / CE Credits

6:30 p.m. - 9:00 p.m.

Awards Reception & Awards After Party
(After Party begins at 8:00)

Friday, March 14

8:00 a.m. - 1:50 p.m.

Education Courses / CE Credits

10:00 a.m. - 5:00 p.m.

Exhibit Hall

11:00 a.m. - 11:30 a.m.

FSPA Annual Membership Meeting

12:30 p.m. - 4:30 p.m.

Learning Lab Sessions (in exhibit hall)

6:00 p.m. - 9:00 p.m.

Friday Night Industry Party at Cuba Libre

Saturday, March 15

9:00 a.m. - 12:40 p.m.

Education Courses / CE Credits

10:00 a.m. - 2:30 p.m.

Exhibit Hall

11:30 a.m. - 2:00 p.m.

Learning Lab Sessions (in exhibit hall)

REGISTRATION

www.UnderTheSunExpo.com

	Before 2/14	After 2/14	FSPA Member
Exhibit Hall Only (two-day entry)	\$30	\$45	FREE
Education + Exhibit Hall Daily Rate	\$50/day	\$65/day	FREE
Education - FL CLIB CE Credits + Hall	\$130/day	\$150/day	FREE
Pre-Conference Specialty Education	See course listings for pricing		
Learning Lab Sessions	\$5	\$5	FREE
Friday Night Industry Party	\$60	\$65	(open bar, food, live music)

HOTELS

Rosen Plaza Hoel
9700 International Dr.
407-996-9700.
\$209 /night
(Rate ends Feb. 18, 2025)

Hyatt Regency Orlando
9801 International Dr.
407-284-1234
\$219/night +\$25 Resort Fee
(Rate ends Feb. 19, 2025)

Rosen Centre
9840 International Dr.
800-204-7234
\$219/night
(Rate ends Feb. 18, 2025)

Limited rooms are available at each hotel. Please make reservations early to receive the group rate. Exhibitors can contract sub-blocks. Please identify yourself with the group.

We do NOT use a housing company and will never call to book your room over the phone.



Raise funds for the scholarship program and remember a great industry leader!

Raise money for the FSPA's Margaret M. Brown Scholarship Fund while getting your steps! Registration is FREE and a \$35 donation gets you the Scholarship Stride T-shirt! Visit the Florida Swims Foundation booth to pick up a card and visit sponsor booths throughout the hall to gather stamps. Return the completed card to be entered into drawings for prizes!

2025 FSPA AWARDS

Thursday, March 13
Awards 6:30 - 8:00 p.m.
After Party 8:00 - 9:00 p.m.
Ole Red, 8417 International Drive
Tickets: \$10 at www.FSPAawards.com

After-Party sponsored by
FLUIDRA



Presented by Florida Swimming Pool Association

PARTY LIKE A PIRATE

ATTIRE: CASUAL CARIBBEAN TO PIRATE COSTUME

Friday, March 14
6:00 p.m. - 9:00 p.m.

Open Bar, Appetizers, & Entertainment at Cuba Libre
\$60 pre-purchased / \$70 at the door

UnderTheSunExpo.com

Sponsored By:

GORMAN COMPANY
DIVISION OF HAJAGA CORPORATION

FLORIDA PUBLIC POOL SPECIALIST

16-hour Certification approved by DOH

Wed., March 12 - Thurs., March 13: 8:00 a.m. - 5:00 p.m.

Orange County Convention Center
Course manual and lunch included



Be certified to service public pools / spas.
Required in Florida! Valid for five years.
Call 941-952-9293 with questions.

The Florida Public Pool Specialist (FPPS) is a public pool service technician certification course based on Florida codes and regulations and taught by active Florida industry professionals. Developed by the FSPA and approved by Florida Department of Health meeting state requirements.

The FPPS certificate program includes operation principles, basic calculations, safety, water illnesses, water chemistry, sanitation, specialty chemicals, special problems, water testing, circulation and filtration systems, spa pools and hot water chemistry. Great for teaching new residential techs too!

Certification is required to maintain public pools / spas.
FSPA Members: \$400 / Non-Members: \$500

Expedite Your Route To Pool Service Licensure*

Four Weekends. Four Modules. Endless possibilities.

Register through the
Everything Under the Sun® Expo
www.UnderTheSunExpo.com

FLORIDA
SWIMMING
POOL
ASSOCIATION

Fee: \$2,200
+FSPA Member enrollment: \$50
+Non-Member enrollment: \$300

*Must attend all modules.
Dates may be subject to change.

March 12-13 Orlando
March 27-28 Sarasota
April 10-11 Sarasota
April 24-25 Sarasota

Course #0610552
CLIB providership #0000917

*The course substitutes for three years of experience toward obtaining a State Certified Pool/Spa Servicing License. Applicants passing the state exam are responsible for verifying one year of field experience. This is not an exam prep course.

EDUCATION SCHEDULE AT A GLANCE

TUES. - THURS. PRE-CONFERENCE

8:00	9:00	10:00	11:00	12:00	12:30	1:00	2:00	3:00	4:00	5:00
Tu. - Th. 8 a.m. - 5 p.m. (3-day) C26O GENESIS: Construction School: Vinyl Liner/Fiberglass - \$2,590 / 2,090 FSPA & PHTA members NO CILB CE										
Tu. - Th. 8 a.m. - 5 p.m. (3-day) Watershape University: WU C2111 Essential Pool Construction Workshop - \$1,900										
Wed. - Th. 8 a.m. - 5 p.m. (2-day) Watershape University: WU B2121 Pool Inspections for Real Estate Transactions - \$1,600										
Wed. - Th. 8 a.m. - 5 p.m. (2-day) Watershape University: WU D2212: Essential Elements of Design Workshop - \$1,600										
Wed. - Th. 8 a.m. - 5 p.m. (2-day) Florida Public Pool Specialist (BP / WPS) - (16hr) \$400 / \$500 non-members										
Wed. - Th. 8 a.m. - 5 p.m. (2-day) 6O hr Swimming Pool & Spa Service Certification Course- Module 1 (BP / WPS) - \$2,250 / \$2,500 non-members										
Wed. 8 a.m. - 5 p.m. (1 day) National Plasterers Council Start-Up Certification - \$450 NO CILB CE Credit										
Wed: LP Gas Master Qualifier; Endorsed by Hayward Pool Products - \$625 / \$475 FSPA members						Wed: LP Gas LP Gas Exam Prep - \$475 / \$375 FSPA members				
Thurs: E331 Genesis: A Comparison of Heating Options for Pools / Spas - \$699 / \$399 FSPA & PHTA						Thurs: C220 Genesis: Electrical Elements of Pools - \$699 / \$399 FSPA & PHTA members				
THURSDAY, MARCH 13 - GENERAL EDUCATION 9:00 A.M. - 4:40 P.M.		LP Gas: Pool & Spas Gas Fired Heaters Installation, Operation - \$125				LP Gas: Pool & Spas Gas Fired Heaters Tactical Troubleshooting and Maintenance			Florida Worker's Compensation Laws and Requirements	
Pool and Spa Filtration Options and Circulation Requirements 11-12:40				Can I Do That? Swimming Pool License Scope of Work & Limitations		GPS/Telematics Best Practices for Driver and Fleet Management				

FRIDAY, MARCH 14 - 8:00 A.M. - 1:50 P.M.

EXHIBIT HALL OPEN 10:00 A.M. - 5:00 P.M.

8:00	8:15	8:30	8:45	9:00	9:15	9:30	9:45	10:00	10:15	10:30	10:45	11:00	11:15	11:30	11:45	12:00	1:00
WU D2251: Developing 10 Design Discipline Habits to Make you a Better Designer				WU B2120: Introducing Pool Inspection Process for Real Estate Transactions				Your Worst Plumbing Nightmares and Expert Solutions				Reptile Theory and How to Protect your Business from Auto Exposures					
Chemical Conflicts & How to Avoid Them				Cost Reduction of Worker's Claims and Premiums				Elevated Pool Design and Construction Methods				Workplace Safety- What Every Employee Should Know					
Dealing with Dirt Problems: Sources of Risk in the Construction Industry				When Lien Rights Are Lost: Alternate Theories of Unjust Enrichment or Equitable Liens on Proceeds				Overview Of Construction Defect Claims Against Contractors				Bob Lowry's Pool Chemistry for Service Pros (abridged)					
Identifying and Solving Salt Chlorinator Issues				Hydraulics for the Pool and Spa Professional								Variable Speed Pumps - Programming for Maximum Efficiency 12:00 - 1:40 p.m.					
Conflictos Quimicos y Como Evitarlos				Bob Lowry's Pool Chemistry for Service Pros (abridged) SPANISH													
Adding Leak Detection to Your Existing Business				Liquid Chemical Feed & Flow Measurement													
FBC Advanced Module: 2023 Swimming Pool Updates								WU C2921: Profiling Outstanding Projects Start to Finish -Bilingual									
Testing Methods, Interferences, and Techniques								CRM the Secret Weapon of Lead Conversion - NO CREDIT									
Genesis E212: Highlights of Pool Heating Methods								Swimming Pool and Spa Basic Electrical Requirements									
NPC: Pool Substrate Preparation of New and Renovated Pools, Prior to Receiving an Interior Finish								Powerful Teams, Financial Habits, and Employee Retention									
								Genesis B310: Increasing Your Business Through Wellness Integration - NO CREDIT									

SATURDAY, MARCH 15 - 8:30 A.M. - 12:40 P.M.

EXHIBIT HALL OPEN 10:00 A.M. - 2:30 P.M.

9:00	9:15	9:30	9:45	10:00	10:15	10:30	10:45	10:45:00	11:00:15	11:15:30	11:30:45	11:45:00	12:00:15	12:30	12:45
WU B1325: Modern Challenges for the Pool Industry, 2025 and Beyond				The 2025 Marketing Playbook for the FL Pool Industry - NO CREDIT											
What Happens if I Do That?				Increased Profits Thru Next Level Water Quality											
Unreasonable Hospitality for Your Customers - NO CREDIT				Alternative Dispute Resolution											
Owning the Backyard				Metals and Metal Staining: How Do I Prevent Them? How Do I Remove Them?											
Nice-to-Have to Need-to-Have: AOP Alternative Sanitation				A Hands-On Class with Waterproofing											
Enhancing Your Digital Footprint - NO CREDIT												Florida Swims Foundation Information Session - NO CREDIT			
Electrical Principles and Requirements for Pools and Spas												Basic Pool Equipment Troubleshooting and Repairs			
GENESIS® B311: Job Costing for Profit versus Existence												GENESIS® E106: Hiring An Engineer without Remorse			
												Water Features: Design, Construction and Performance			

WATERSHAPE UNIVERSITY



WU C211: Essential Pool Construction

- Bilingual (#WU C211) - \$1,900
Tues. - Thurs., 3/11-13: 8AM-5PM (24 hr)-2.4 IACET Only
Instructor: Bill Drakeley, ACI, IWI



3 days. Day 1 - how basic engineering directly determines construction methods and details. Day 2 - key elements of construction including layout, forming, utilities, safety barriers, shotcrete, waterproofing, tile and coping, all with an eye for exceeding standards and best practices. Day 3 - discuss concrete decking, plaster science and start-up methods.

WU D2212: Essential Elements of Design Workshop (#WU D2212) - \$1,600

Wed.-Thurs, 3/12-13: 8AM-5PM (16 hr) - 1.6 IACET Only
Instructor: Jason Brownlee, IWI, LA



With widespread use of 3D modeling, many watershape / outdoor-living designers don't have formal design education. An intensive 2-day

workshop to fill the gap with a crash-course detailing core concepts of watershape and landscape design tailored specifically to intricacies of residential pools and outdoor living.

WU B2121: Pool Inspections for Real Estate Transactions (#WU B2121) - \$1,600

Wed.-Thurs, 3/12-13: 8AM - 5PM (16 hr) - 1.6 IACET Only
Instructor: Dennis Boyd, CPO, CWO



Qualified pool inspectors are in great demand for pools for real estate sales. Prospective home buyers typically must have a pool inspected as part of the pre-purchase inspection. This 16-hr course equips industry pros with information and skills to conduct competent and cost-effective residential pool inspections through a review of national pool codes and standards.

Additional Watershape University courses are part of daily education pricing and their descriptions can be found on the subsequent pages.

GENESIS®



GENESIS® C260: CONSTRUCTION SCHOOL: Vinyl Liner / Fiberglass Pools (#O614959) \$2,090/\$2,590 (3-day)

Tues.-Thurs, 3/11-13 8 AM - 5 PM (24 hr) - GEN
Instructor: Terry Brannon, P.E.



This is 1 of 2 programs satisfying education requirement to sit for Certified Builder Professional (CBP) exam. Concrete, vinyl liner, or fiberglass, the necessities of a properly executed project remain the same. Correct hydraulics, proper installation, code compliance, and a desired aesthetic.

GENESIS® E331: A Comparison of Heating Options for Pools & Spas (CILB #O615032) - \$399/\$699

Thursday, 3/13: 8:00 AM - 12:00 PM (4 hr)
Instructor: Terry Brannon, P.E.



Heating pools / spas has become more popular as leisure time has increased and owners desire

longer seasons to use their pools. However, heating costs have risen with the cost of fuels, particularly fossil fuels and electricity, and owners would like options.

GENESIS® C220: Electrical Elements of Pools (CILB #O615031) - \$399/\$699

Thursday, 3/13: 1:00 PM - 5:00 PM (4 hr)
Instructor: Art Grace, CBP



It is your responsibility to understand electrical elements, their generation and distribution, and be able to spot good vs. hazardous work. From underwater and landscaping lighting and low voltage lighting and firepits, to grounding and ground fault circuit interrupters.

FSPA & PHTA members receive lower listed rates. Additional Genesis courses in daily education can be found on the subsequent pages.

NATIONAL PLASTERERS COUNCIL START-UP CERTIFICATION

Wednesday, 3/12: 8AM-5PM / **Start-Up Technician Certification - \$450**

Instructor: Jana Auringer, Pebble Technology International

This Certification is a National Plasterers Council (NPC) initiative to set forth the proper plaster protocol for a pool's initial start-up and establish the industry's standard for the start-up and care of plastered pools. NPC Certified Technicians have verifiable industry knowledge and hands-on experience to provide a quality start-up for in-ground pools / spas using the NPC-approved method. This all-day class will conclude with a 60-minute test.

LP GAS

No DBPR/CILB CE will be issued for LP Gas courses. The vendor company, Gas Training Services, and the course have been approved by the Florida Department of Agriculture and Consumer Services for continuing education credit for LP Gas License holders.

LP Gas Master Qualifier; Endorsed by Hayward Pool Products (#LPGOOO1) \$475/\$625

Wed, 3/12: 8:00 AM - 12:00 PM (4hr) - NO CILB CE
Instructor: Jason Nokk, Gas Training Services

Class is manufacturer endorsed by Hayward. This Certificate is required to apply for LP Gas Master Qualifier Certification with the FL Dept. of Agriculture, Consumer Services Division.

LP Gas Exam Prep (#LPGOOO2) - \$375/\$475

Wed., 3/12: 1:00 PM-5:00 PM (4 hr) - NO CILB CE
Instructor: Jason Nokk, Gas Training Services

Prep course for the LP Cat. 5 license exam. This license

is needed to service, install, repair and sell LP gas equipment, appliances and piping. Does not include work on RV Systems, LP gas containers or LP gas motor fuel system.

LP Gas: Pool & Spa Gas Fired Heaters Installation, Operation (#LP1988) \$125

Thurs, 3/13: 10:00 AM - 12:00 PM (2 hr) - LP Gas CE Only
Instructor: Jack Zurich, Fluidra

LP Gas: Pool & Spa Gas Fired Heaters Tactical Troubleshooting and Maintenance (#LP1989) \$125

Thurs., 3/13: 1:00 PM - 3:00 PM (2 hr) - LP Gas CE Only
Instructor: Jack Zurich, Fluidra

EDUCATION COURSES BY CATEGORY

Build / Remodel

Pool and Spa Filtration Options and Circulation Requirements (#O612826)

Thursday, 3/13: 11:00 AM - 12:40 PM (2 hr) - GEN
Instructor: Mike Childress, Pentair

Discuss the different types of filtration systems used in the pool industry. Learn how to properly size, install and maintain each of these filter systems to maximize performance. Learn about the components of the circulation system and with maximum efficiency options.

Can I Do That? Swimming Pool License Scope of Work and Limitations (#O613681)

Thursday, 3/13: 1:00 PM - 1:50 PM (1hr) - L&R
Instructor: Dallas Thiesen, FSPA

Learn the scope of work and limitations based on which license you hold. Look at the differences in scope of work for all Florida swimming pool occupational licenses. Learn to identify whether or not a given task is within your authorized scope of work.

FBC Advanced Module: 2023 Swimming Pool Updates (#O614774)

Friday, 3/14: 8:00 AM - 8:50 AM (1 hr) - ADV
Instructor: Dallas Thiesen, FSPA

Understand the changes to public pool code requirements in 2023, 8th Edition of the Florida Building Code to ensure compliance as a pool contractor.

WU D2251: Developing 10 Design Discipline Habits to Make you a Better Designer (#O615037)

Friday, 3/14: 8:00 AM - 8:50 AM (1 hr) - GEN
Instructor: Jason Brownlee, IWI



Designers, by our creative right-brained and free flow nature, are wired differently than accountants and engineers. Even in a freethinking, curiosity-encouraged design profession, there are several hard rule disciplines that when learned and made habits, will help mold us into much better designers. Explore 10 practical application and lifestyle design discipline habits that will inspire your design-life and set you on a path to watch your creativity explode!

NPC: Pool Substrate Preparation of New and Renovated Pools, Prior to Receiving an Interior Finish (#O615034)

Friday, 3/14: 8:00 AM - 9:40 AM (2 hr) - GEN
Instructor: Rob Romano, David Cooke Plaster Company, LLC



This is the National Plasterers Council LMS Education Session covering Pool substrate preparation for new and renovated pools, presented in 6 sections: 1 - Basics of Plastering Materials and Application; 2 - Basics of Substrate Preparation; 3 - Substrate Preparation of New Pools; 4 - Substrate Preparation of Renovated Pools; 5 - Methods to Achieve Bond; 6 - Other Considerations.

GENESIS® E212: Highlights of Pool Heating Methods (CILB #O615039)

Friday, 3/14: 8:00 AM - 9:40 AM (2 hr) - GEN
Instructor: Terry Brannon, P.E.



As heating costs increase and the desire to extend the leisure season rise, owners are exploring different options to heat pools/spas. Be familiar with different heating choices, so customers can choose based on their lifestyle.

WU B2120: Introducing Pool Inspection Process for Real Estate Transactions (#O615036)

Friday, 3/14: 9:00 AM - 9:50 AM (1 hr) - GEN
Instructor: Dennis Boyd



Reliable and thorough pool inspections have become a part of buying and selling properties with pools/spas. Inspections represent a business opportunity for experienced industry professionals. This is a concise primer for those interested in becoming pool inspectors.

Hydraulics for the Pool and Spa Professional (#O613247)

Friday, 3/14: 9:00 AM - 10:40 AM (2hr) - GEN
Instructor: Mike Childress, Pentair

Learn how to calculate gallons, understand flow characteristics of the plumbing, learn how resistance affects flow, and how to do layout and design for an efficient and safe system. See how to reduce existing HIGH TDH and how to get the most out of variable-speed pumps.

Elevated Pool Design and Construction Methods (#O614586)

Friday, 3/14: 10:00 AM - 10:50 AM (1 hr) - GEN
Instructor: Edward Shifflett, Oasis, Intl Design

Review past methods of elevated pool construction, current methods, and methods of the future. We will discuss the design, planning, and implementation of elevated pool projects to give attendees a better understanding of elevated pool projects.

Your Worst Plumbing Nightmares and Expert Solutions (#O613708)

Friday, 3/14: 10:00 AM - 10:50 AM (1 hr) - GEN
Instructor: Rick Howard, Rick's Pool Service

Looks into the swimming pool professionals' plumbing nightmares and plumbing solutions. Discussion will include modern age plumbing repair and flow upgrades.


Swimming Pool and Spa Basic Electrical Requirements (#O612739)

Friday, 3/14: 10:00 AM - 11:40 AM (2hr) - PEC
Instructor: David Pruette, Pruette's Electrical Services

Teaches contractors how to understand an electrical circuit, size wire, use a meter, and practice electrical safety.

Build / Remodel (continued)

GENESIS® B310: Increasing Your Business Through Wellness Integration (#NCEOOO1)

Friday, 3/14: 10:00 - 11:40 a.m. - NO CILB CE 
Instructor: Joël-Eric Mignault, Master CBP


As the reasons for wellness expand beyond health, luxury, lifestyle and pleasure, and consumer demand increases, our industry needs to better understand how to make wellness a feature and not an afterthought. Examine outdoor projects where wellness features are integrated to fulfill new needs and expectations from customers. Explore the use of wellness features and how to discuss the benefits with customers.

WU C2921: Profiling Outstanding Projects Start to Finish - Bilingual (#O614412)

Friday, 3/14: 10:00 AM - 11:40 AM (2 hr) - WPS
Instructor: Bill Drakeley, ACI, IWI


Highlights outstanding and unique work presented by the industry's leading designers and builders. The instructor will profile a project(s), explaining why decisions were made in both design and construction, showing photos of work in progress to share construction methodologies, potential pitfalls, and discussing lessons learned.

WU B1325: Modern Challenges for the Pool Industry, 2025 and Beyond (CILB #O615O35)

Saturday, 3/15: 9:00 AM - 9:50 AM (1 hr) - GEN 
Instructor: Brett Abbott

Based on a 2024 survey of 500+ pool industry business owners in the U.S. who were asked, "What are the top concerns you are facing right now?" Industry marketing specialists Brett Abbott and Dane Wiseman will review top industry concerns, and share specific recommendations for plotting today's course into an uncertain tomorrow.

Owning the Backyard (#O614998)

Saturday, 3/15: 9:00 AM - 9:50 AM (1 hr) - GEN 
Instructor: Steve Santucci, PAL Lighting

Learn to maximize not only pool lighting, but water features, perimeter, and landscape options. Cutting edge control methods allow for individual zoning and complete control of color options. Learn about syncing backyard lighting to high-end automation or simply control all zones with a singular touch point.

What Happens if I Do That? (#O613778)

Saturday, 3/15: 9:00 AM - 9:50 AM (1 hr) - L&R
Instructor: Dallas Thiesen, FSPA

This course covers the prohibitions and penalties of Ch. 489, the role of code enforcement officers, enforcement of prohibitions and the role of the licensing board. Learn the process of issuing of citations and hearings that may follow.

Electrical Principles and Requirements for Pools and Spas (#O613683)

Saturday, 3/15: 9:00 AM - 10:40 AM (2hr) - PEC
Instructor: Mike Childress, Pentair

Increase your knowledge of the principles of electrical safety, learn how to set-up and properly


use multimeters and voltmeters, learn how to use electrical calculations in wire and breaker sizing, and understand the NEC and how and why these codes are in place.

GENESIS® B311: Job Costing for Profit versus Existence (#O614419)

Saturday, 3/15: 9:00 - 10:40 a.m. (2 hr) - BSP
Instructor: Brian Van Bower


Determine how much your product / service is worth based on costs, overhead, and what you think is a fair profit. Whether a small service company, retail store, or a large builder, the formulas are similar. Everyone should constantly review costs and profitability in our continually changing industry.

A Hands-On Class with Waterproofing (#O615O11)

Saturday, 3/15: 10:30 AM - 12:10 PM (2 hr) GEN 
Instructor: Heather Linton, Integrity Consultants

To ensure the longevity and durability of pools, it's crucial to understand the properties of waterproofing and how it interacts with pool water. This comprehensive, hands-on session covers essential aspects such as proper techniques and the importance of waterproofing, along with its numerous benefits for pools. The course will include a hands-on training on how to apply it properly.

GENESIS® E106: Hiring An Engineer without Remorse (CILB #O615O38)

Saturday, 3/15: 11:00 - 12:40 PM (2 hr) - GEN 
Instructor: Terry Brannon, P.E.

Not every project needs an engineer, but occasionally a builder is over their head with soil foundation issues, cantilevered structures, pier-supported pools, deep fills, adjacent structures, complex hydraulics, or logistical issues such as remote access, elevated pool structures, and other complicated issues. Learn the ins and outs of hiring a consulting engineer, qualifications to look for, the types of engineers and firms that routinely take on pools, fee structures, professional liability insurance, and division of responsibility. Train an engineer for your individual type of work and build relationships for the long term.

Basic Pool Equipment Troubleshooting and Repairs (#O614369)

Saturday, 3/15: 11:00 AM - 12:40 PM (2 hr) - GEN
Instructor: Rick Howard, Rick's Pool Service

Understand and identify common issues with various types of pool equipment, share repair techniques to expedite repairs quickly, and identify safety issues and potential resolutions.

Water Features: Design, Construction and Performance (#O612827)


Saturday, 3/15: 11:00 AM - 12:40 PM (2 hr) - GEN
Instructor: Mike Childress, Pentair

Discuss the design and construction of the feature, flow rates and basin/surge tank sizing to allow for proper performance and allow for the desired visual effect to be achieved.

Maintenance / Cleaning


FPSA d/b/a Florida Swimming Pool Association CILB Providership #0000917

Chemical Conflicts & How to Avoid Them (#O614996)

Friday, 3/14: 8:00 AM - 8:50 AM (1 hr) - GEN 
Instructor: Shaun Mulhall, HASA/Orenda

Most pros are unaware of potential chemical conflicts in everyday pool care. Some chemicals are very dangerous, while others may be costly nuisances. Learn which chemicals are compatible with each other and which are not. Cover best practices for handling, transporting and storing chemicals.

Identifying and Solving Salt Chlorinator Issues (#O615000)

Friday, 3/14: 8:00 AM - 8:50 AM (1 hr) - GEN 
Instructor: Sean Assam, AquaCal AutoPilot Inc


Identify issues when there is a salt chlorinator system involved. Find the easiest ways to solve equipment, staining, water chemistry, and operational conditions, and how salt systems can contribute to these issues.

Testing Methods, Interferences, and Techniques (#O613202)

Friday, 3/14: 8:00 AM - 9:40 AM (2hr) - GEN
Instructor: Rachel Rutter, Taylor Water Technologies


Benefits and downsides of several water testing methods, so industry pros can decide which best meets their needs. Interferences from chemical and physical sources, with strategies to overcome them, and proper techniques for water testing. Learn solid testing knowledge that yields reliable, accurate results.

Liquid Chemical Feed & Flow Measurement (#O614997)

Friday, 3/14: 9:00 AM - 10:40 AM (2 hr) - GEN 
Instructor: Colby Stratman, Blue-White

Installation and maintenance of chemical feed pumps for commercial pools along with properly specifying and maintaining flow meters to meet GPM flow regulation requirements. Learn about different types of chemical feed pumps, best practices for installing, proper sizing, and safety features.

Bob Lowry's Pool Chemistry for Service Pros (abridged) (#O615O15)

Friday, 3/14: 11:00 AM - 12:40 PM (2 hr) - GEN 
Instructor: Terry Arko, HASA/Orenda

Originally created by Robert W. Lowry, founder of Pool Chemistry Training Institute, this is an overview of residential pool chemistry during operational water temperatures (in-season). How water interacts with various chemicals, and the fundamentals of water chemistry that every pool pro needs to know to be successful.


Variable Speed Pumps - Programming for Maximum Efficiency (#O611487)

Friday, 3/14: 12:00 PM - 1:40 PM (2hr) - GEN
Instructor: Mike Childress, Pentair

Discuss the advantages of variable-speed pumps. Learn how to choose the right pump for each

application, properly install these pumps and how to set up and program for maximum efficiency.

Nice-to-Have to Need-to-Have: AOP Alternative Sanitation (#O615O14)

Saturday, 3/15: 9:00 AM - 9:50 AM (1 hr) - GEN 
Instructor: Jessica Werner, Clear Comfort

There's a misconception that Advanced Oxidation Process (AOP) water treatment systems are "nice-to-have." However, AOP has become critical for businesses to succeed in tough economic times and beyond. Explore why AOP is now the standard for meeting customer demands for health and quality.

Increased Profits Thru Next Level Water Quality (#O614590)

Saturday, 3/15: 10:00 AM - 10:50 AM (1 hr) - GEN
Instructor: Steve Arb, NC Brands


Upgrading water quality increases the value of the service offered while often reducing the cost of providing it. Explore the addition of specialty chemicals such as clarifiers, enzymes, phosphate removers, and scale prevention that may add incremental cost.

Metals and Metal Staining: How Do I Prevent Them? How Do I Remove Them? (#O614593)

Saturday, 3/15: 10:00 AM - 11:40 AM (2 hr) - GEN
Instructor: Joseph Laurino, Periodic Products


Learn the major sources of metal contaminants in pools / spas. Methods to prevent metal stains on fiberglass, membrane, plaster, and pebble pool surfaces. Case studies will present various methods to successfully remove metal stains from all pool surfaces.

Conflictos Químicos y Como Evitarlos (#O614996)

SPANISH
Friday, 3/14: 8:00 AM - 8:50 AM (1 hr) - GEN 
Instructor: Miguel Chavez, HASA/Orenda

Algunos químicos son conflictivos entre si y dejan subproductos y a veces contaminantes a largo plazo. Aprenda más acerca de las mejores practicas de uso, manejo y almacenamiento de los productos químicos populares en esta clase.

Bob Lowry's Pool Chemistry for Service Pros (abridged) SPANISH (#O615O15)

Friday, 3/14: 9:00 AM - 10:40 AM (2 hr) - GEN 
Instructor: Miguel Chavez, HASA/Orenda

Clase originalmente creada por Robert Lowry. Esta clase es una visión general de la química de piscinas residenciales durante las temperaturas de uso. Esta clase abarca cómo el agua reacciona a los diferentes productos químicos y los fundamentos de química que todo profesional de piscinas necesita saber para tener éxito.

Management

FPSA d/b/a Florida Swimming Pool Association CILB Providership #0000917


GPS/Telematics Best Practices for Driver and Fleet Management (#O613250)

Thursday, 3/13: 2:00 PM - 2:50 PM (1 hr) - WPS
Instructor: Evan Brown, Ben Brown Insurance
Learn effective use of GPS/Telematics for fleet and driver management to effectively manage driver behavior and fleet performance outcome to reduce adverse vehicle operation and improve fleet claims performance.

Florida Worker's Compensation Laws and Requirements (#O613189)

Thursday, 3/13: 3:00 PM - 4:40 PM (2 hr) WC/GEN
Instructor: Evan Brown, Ben Brown Insurance
An overview of state statute governing workers' compensation law in the state of Florida. Review of State of Florida and insurance carrier requirements and methods of compliance. Includes tips for risk management, claims management, and cost reduction.

Adding Leak Detection to Your Existing Business: Understanding the Art of Leak Detection and Associated Repairs (#O615016)

Friday, 3/14: 8:00 AM - 8:50 AM (1 hr) - GEN 
Instructor: Darren Merlob, Leaktronics
An introduction to leak detection services for pool professionals, covering basic techniques, repair methods, and equipment usage. Aimed to help existing businesses expand their service offerings and increase revenue through leak detection.


Dealing with Dirt Problems: Sources of Risk in the Construction Industry and Issues that should be Addressed in the Construction Contract to Reduce Risk (#O614426)

Friday, 3/14: 8:00 AM - 8:50 AM (1 hr) - L&R
Instructor: Jim Dickson, Adams and Reese, LLP
Disputes over contract duties are the most common source of conflict within the construction industry. Learn the many sources of potential risks and events of a dispute, how to address such allocation of risk by express written terms, and methods of dispute resolution. Taking this course may prevent a future dispute from becoming a costly, contentious litigation.


Cost Reduction of Worker's Claims and Premiums (#O610818)

Friday, 3/14: 9:00 AM - 9:50 AM (1 hr) - WC
Instructor: Evan Brown, Ben Brown Insurance
An overview of developing formal programs that will reduce the cost of workers' compensation insurance and reduce the cost of workers' compensation claims.


When Lien Rights Are Lost: Alternate Theories Of Unjust Enrichment Or Equitable Liens On Proceeds (#O615012)

Friday, 3/14: 9:00 AM - 9:50 AM (1 hr) BSP 
Instructor: Jim Dickson, Adams and Reese, LLP
Options a contractor may utilize if they cannot pursue a lien or contract claim. A lien claim may not be available due to a failure to meet the strict "notice" requirements or due to a lender's commencement of a foreclosure of the property. A contract remedy may be unavailable because of a lack of privity or direct contract with the property owner. When all else fails, the alternate remedies "unjust enrichment" and "equitable liens" may be available.


Overview Of Construction Defect Claims Against Contractors (#O615013)

Friday, 3/14: 10:00 AM - 10:50 AM (1 hr) GEN 
Instructor: Jim Dickson, Adams and Reese, LLP
Focus on contractor liability for project defects arising from either design or construction services. Address sources of liability in both the design and construction phase of a project. Cover owner damages and also address special issues such as the statute of limitations, owner acceptance of known conditions, and warranties.

Reptile Theory and How to Protect your Business from Auto Exposures (#O614999)

Friday, 3/14: 11:00 AM - 11:50 AM (1 hr) BSP 
Instructor: Sean Yakicic, Amerisure Insurance
Business owners will understand the state of commercial auto exposures and assist with building programs to protect their business.

CRM the Secret Weapon of Lead Conversion (#NCE0002)

Friday, 3/14: 10:00 AM - 11:40 AM 
Instructor: Bruce Porter, SWAT Marketing
Learn How CRM is the future of converting quality leads. We will cover CRM best practices and how to set up sales funnels that convert.


Powerful Teams, Financial Habits, and Employee Retention (#O614642)

Friday, 3/14: 10:00 AM - 11:40 AM (2 hr) GEN
Instructor: Heather Linton, Integrity Consultants
Covers customer acquisition, improving financial habits, handling challenging situations/customers, improving the bottom line, and employee retention.

Workplace Safety- What Every Employee Should Know (#O612730)

Friday, 3/14: 11:00 AM - 11:50 AM (1 hr) WPS
Instructor: Laura Castanza, Team Horner
Receive instruction on safe chemical handling and employee right-to-know policies about chemical hazards and protections. Discuss working safely with chemicals, recognizing and understanding different chemical label formats and information to identify chemical hazards and protections, recognizing key SDS hazard and protection information, reading and using SDSs to work safely with chemicals, the need for hazardous materials storage precautions, determining and reducing hazmat storage risks, and proper procedures and precautions with corrosives.

Unreasonable Hospitality for Your Customers (#NCE0005) NO CILB CE CREDIT

Saturday, 3/15: 9:00 AM - 9:50 AM 
Instructor: Timothy Woodward, Red Rhino Leak Detection
Leading with care and process that creates trust and retention for lasting customers. Unreasonable hospitality will drive both profitability and retention for the long haul for businesses in the swimming pool industry.


Enhancing Your Digital Footprint (#NCE0004)

Saturday, 3/15: 9:00 AM - 10:40 AM - NO CE CREDIT
Instructor: Bruce Porter, SWAT Marketing
Learn how to set up your online presence for success. Address the user experience, Google best practices, local listings, search engine optimization best practices, and email marketing.

Alternative Dispute Resolution (#0007785)

Saturday, 3/15: 10:00 AM - 11:40 AM (2 hr) BSP
Instructor: Jim Batts, Batts Company
Learn how to effectively utilize alternative dispute resolution procedures to reduce legal disputes and expedite settlements and to bring about a higher level of consumer satisfaction.

The 2025 Marketing Playbook for the Florida Pool Industry (#NCE0006) NO CILB CE CREDIT

Saturday, 3/15: 10:00 AM - 11:40 AM 
Instructor: Dane Wiseman, Pool Builder Agency
This practical session reviews a detailed playbook with key marketing "plays" drawn from successful pool companies located in Florida and beyond. If followed, these marketing plays will improve the effectiveness of your marketing and sales efforts. Attendees will learn effective marketing strategies and tactics for 2025 and beyond.

Florida Swims Foundation Information Session (#NCE0007) NO CILB CE CREDIT

Saturday, 3/15: 11:00 AM - 11:50 AM
Instructor: Elizabeth McMurray, Florida Swimming Pool Association
Learn about the Florida Swimming Pool Association's Foundation, the Florida Swims Foundation, and how your company can impact children across our state by supporting our mission of providing swimming lessons and scholarship funds.

**Courses, dates, times and instructors may be subject to change. Visit www.UnderTheSunExpo.com for the most current information.*

LEARNING LABS

Labs are presented by exhibitors and may be product specific. NOT for CE credit.

Friday

Understanding Automation and Troubleshooting

Friday: 12:30 p.m. - 1:30 p.m.
Instructor: Keith Roberts, Poolside Tech
1. Look inside the automation system at the hardware and discuss the equipment that gets wired to the hardware
2. Troubleshooting the hardware ports
3. Configuration of The Attendant automation system

5 Marketing Mistakes Pool & Spa Entrepreneurs are Making

Friday: 2:00 p.m. - 3:00 p.m.
Vanessa McQuade, Intrigue Media
This workshop is designed for business owners and entrepreneurs, it highlights critical areas of improvement, such as: Engaging the wrong part of your customer's brain. No formal sales and/or value add process. Talking about yourself, not your customer. No Goal & ROI Clarity on Leads and their Sources. No Industry Benchmarks. Experience Level Basic.

See current list of Learning Labs at
www.UnderTheSunExpo.com

GEN = General BP = Business Practice WC = Workers' Compensation WPS = Workplace Safety PEC = Pool Electrical
ADV = Advanced Module L&R = Laws & Rules

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