



2017 Honors Course

COURSE DESCRIPTION:

The Honors Course is limited to 14 students, and has been designed for the Distributor Sales Representative. The DSR's will spend over a 100 hours in the shop welding 1 week a month over a 4 month period.

This Program will teach the DSR's, Welding Techniques, Process & Equipment Troubleshooting in the OFC, SMAW, GMAW, FCAW & SAW processes, the advantages and limitations of the equipment and the many different welding processes they will encounter in the field, giving them the confidence to make sound equipment and process recommendations to their customers.

Time will be spent teaching cost reductions and how to accurately help increase productivity and reduce excess cost to their customers. "Value Added Selling".

The course is taught by Branden Muehlbrandt who is a 1995 WorldSkills Silver Medalist & Senior Customer Training Instructor for The Lincoln Electric Company, as well as a Lincoln Electric Sale Engineer.

COST OF COURSE:

Cost of this course: \$3,195.00
Lunch is provided on sight each day

LOCATION & DATES:

HONORS GROUP 1

Honors Week 1 – Atlanta, GA – May 15th – 19th 2017
Honors Week 2 – Atlanta, GA – June 5th – 9th 2017
Honors Week 3 – Atlanta, GA – July 10th – 14th 2017
Honors Week 4 – CLEVELAND, OH – AUGUST 7th – 11th 2017

HONORS GROUP 2

Honors Week 1 – Atlanta, GA – Aug 28th – Sept 1st 2017
Honors Week 2 – Atlanta, GA – Sept 25th – 29th 2017
Honors Week 3 – Atlanta, GA – Nov 13th – 17th 2017
Honors Week 4 – CLEVELAND – DECEMBER 4th – 8th 2017

