



## American Fire Sprinkler Association

12750 Merit Drive, Suite 350, Dallas, Texas 75251

Tele: 214.349.5965

Fax: 214.343.8898

www.firesprinkler.org

### 2012 AFSA Convention & Exhibition Kona, Hawaii Oct. 17-21

### Seminar Proposal Guide

Seminar proposals are submitted to AFSA's Convention Committee for review and selection in January. Proposals should be complete and include the following:

- Seminar Title
- Seminar Length (typical lengths: 60 min, 90 min, 2-4 hrs)
- Speaker Bio/Qualifications
- Seminar Description
  - 4-6 sentences describing course content
- Learning Objectives
  - What can your students expect to learn at your seminar?
  - *"Upon completion of this seminar, the participant should be able to..."*
  - Objectives must be measurable, starting with words such as:
    - Explain, describe, identify, apply, calculate, employ, analyze, compare, restate, interpret, estimate, illustrate, discuss...
    - Avoid words like: understand, learn, know
- Proposals due Friday, January 6, 2012.

You are encouraged to submit multiple seminar proposals to increase your chance of selection. We hope to offer a diverse range of relevant topics to our attendees. A sample course description with learning objectives is included.

If you are selected to present a seminar at the 2012 AFSA Convention in Hawaii, in addition to the networking opportunities that come with public speaking, you will receive a complimentary full convention registration.

Please contact me with any questions you may have.

Thank you,  
Leslie Clounts  
Education Programs Manager  
(214) 349-5965 x130 • lclounts@firesprinkler.org



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### SAMPLE DESCRIPTION WITH OBJECTIVES

#### **Estimating and Hydraulics 101**

In today's world, many contractors do it all: find the work, price the work, and do the work. Many contractors can find and do the work, but have never developed confidence in pricing the work. A key component in developing accurate pricing is understanding and applying the basic principles of hydraulics. This includes determining how much water is needed for the sprinkler system and how much water is available. This seminar examines water supplies, performing and interpreting flow tests, calculating minimum system demand, sprinkler operating pressures, friction loss, and elevation. With this information, a contractor or estimator can develop or review cost estimates that are based on actual data, rather than a guesstimate. In today's ultra-competitive environment, knowing that your estimated costs are accurate is absolutely critical for success. Upon completion of this seminar, attendees should be able to calculate the minimum flow and duration for a sprinkler system; perform and evaluate a water flow test in accordance with *NFPA 13* and *NFPA 291*; explain and apply the concept of elevation pressure, sprinkler operating pressure, and friction loss; and explain and apply hydraulic principles in developing costs for pipe and sprinklers when estimating a sprinkler installation. Whether an experienced or new estimator or contractor, this seminar will benefit you.