**INDUCOAT APPLICATOR PROGRAMME**

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| **TOPIC** | **Key Learning Points** | **STANDARD ACHIEVED** |
| **Day 1 – Inducoat Products & Process** |  |  |
| Introduction to the Inducoat Product Range | Research and Development  Testing and efficacy of the products  Introduction to the main Inducoat Product sets:  Inducoat Cleaner  Inducoat Anti Mould Coatings:   * Where to use them * How they should be applied   Inducoat Anti-Bacterial Coatings:   * Where to use them * How they should be applied | Understands and can explain the background to Inducoat  Understands and can explain the Inducoat product range and when these should be used |
| The Inducoat Application Process | Undertaking an Inducoat Survey   * What information do we need * The right questions to ask * The survey process and how we report   Undertaking a Swab Test using PCL Slides   * How to assess the information contained in the slides * How to report this to the client * Feeding the results back in person to the client * Recommending a product to the customer | Understands and can explain how to undertake an effective Inducoat survey  Understands and can explain how to undertake an effective Inducoat swab test using PCL Slides  Understands and can explain how to assess and report the results of an Inducoat swab test to the client |
| Assessment and Feed Back | Assessment to test understanding highlighting strengths and good practice and areas for improvement |  |

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| **Day 2 - 4 – Surveying & Applying Inducoat Products** |  |  |
| Practical Surveying and Estimating Skills | How to engage with the customer  Asking the right questions will get you the right answers  How to survey a room professionally  Introduction to pricing for work   * What should be included in the price * Working out the profit margins | Understands, can explain, and demonstrate how to undertake an effective Inducoat survey  Understands, can explain, and demonstrate how to produce a well costed and presented quotation for the project |
| How to Apply Inducoat Products | Preparing to Apply Inducoat Products  The Application of Inducoat Products  Actions to take after the Inducoat Product has been applied  Practical Examples and Experience of preparing and applying Inducoat Products | Understands, can explain, and demonstrate how to apply Inducoat products effectively, efficiently and to the required standard |
| Assessment and Feed Back | Assessment to test understanding highlighting strengths and good practice and areas for improvement |  |

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| **TOPIC** | **KEY LEARNING POINTS** | **STANDARD ACHIEVED** |
| **Day 4 – Reporting, Assessment and Accreditation Process** | | |
| Reporting Process | Process for completing jobs and reporting to the customer and the Organisation that it has been completed  Information that should be recorded and reported  Certification for the client setting  Practical Experience of the Reporting Process | Understands, can explain, and demonstrate how to complete jobs and report to the customer and the Organisation effectively, efficiently and to the required standard |
| Ongoing Customer Contact | Checking the surfaces – undertaking remedial and protective work  Developing a swabbing programme  Reacting to Swabbing Reports | Understands, can explain, and demonstrate how to undertake remedial work and develop an effective swabbing programme |
| Assessment Process | Applicator ongoing assessment process  Applicator Feedback | Understands, can explain, and demonstrate the ongoing applicator assessment programme and how to comply with those standards |
| Accreditation Process | Process for Applicator Accreditation  Applicator Re-Accreditation Process | Understands, can explain, and demonstrate the re-accreditation programme and how to comply with those standards |
| Assessment and Feed Back | Assessment to test understanding highlighting strengths and good practice and areas for improvement |  |