



4- Hour IDPH Continuing Education Course
Thursday Dec 4th Elgin or Tuesday Dec 16th Mokena 9AM-1PM
4 Hours \$50 per class
Class taught Kevin Battistoni



- **Course Title: Advancing Irrigation Business Practices: Closing, Pricing, Technology, and Flow**

- **Hour 1: Mastering the Close in Irrigation Contracting**
Focus: How irrigation contractors can confidently move from proposal to project approval while building customer trust.
- **Hour 2: Flat Rate Upfront Pricing for Irrigation Contractors**
Focus: Implementing flat-rate pricing systems to improve efficiency, reduce disputes, and build customer confidence.
- **Hour 3: Irrigation Product & Software Updates**
Focus: Equipping contractors with the latest technology and industry innovations, including Hydrowise and other connected irrigation solutions.
- **Hour 4: The Underground Flow of Irrigation Across North America**
Focus: Lessons learned from traveling across North America, engaging with best-in-class irrigation contractors, and understanding regional practices.
- **Q&A and Course Review - 15 min**

- **December 4, 2025**
- **Building & Fire Code Academy**
2420 Vantage Drive. Elgin, IL 60124

December 16, 2025

- **The Oaks Rec Center**
10847 W La Porte Rd., Mokena, IL 60448

Both classes will run 9AM-1PM please arrive 15 min prior for registration.

LUNCH WILL BE PROVIDED



Register Today!



Each class is approved for 4 Credit Hours
from Illinois Department of Public Health
*060 # required

Space is limited. First 60 per location to register will be accepted.
Call Lynn Carter 847.814.2145 or Bob Martin 630.209.2207 to register by
phone or e-mail lcarter@ewingos.com by December 1, 2025