Continuing Education Information

Michigan Department of Environment, Great Lakes, and Energy – Drinking Water and Environmental Health Division, Septage Waste Program and Continuing Septage Education has approved **up to 18 possible CSE** (Continuing Septage Education) at the 2027 WWETT Show for the sessions indicated on the subsequent pages of this document.

To receive credit, please follow the process below:

- Register for a pass that includes access to conference sessions AND have your badge scanned at the door when you enter the session(s) for which you would like credit (badge scan must show "Granted" status)
- Attendees will receive a Certificate of Completion listing all sessions/hours they completed. Attendees can access/download their WWETT Show Certificates of Completion in the Registration Resource Center within 4-6 weeks of the conclusion of the WWETT Show. An email will be sent to attendees with instructions for downloading certificates once they are available.
- Attendees are responsible for submitting Certificates of Completion to this accrediting body as proof of attendance.

TRAINING BULLETIN
2027

Michigan Department of Environment, Great Lakes, and Energy
Drinking Water and Environmental Health Division
Septage Waste Program and Continuing Septage Education

2027 WWETT Show

LOCATION: Indiana Convention Center, 100 South Capitol Avenue, Indianapolis, Indiana 46225

DATE: February 22-25, 2027

TIME: As Scheduled Below

CREDIT HOURS: 19.0 Possible CSE

February 22, 2027

PSAI

Credits	Time	Title	Instructor
1.0	**9:00-10:00**	Professionalism in the Portable Sanitation Industry	Jacky Ward
1.5	**10:30-12:00**	Portable Sanitation and Special Events	Steve Ritter & Ben Curtis
1.5	**1:00-2:30**	Servicing & Maintaining Portable Sanitation Equipment	David Kropf & Steve Fostek
1.0	**3:00-4:00**	The Business Owner's Scorecard	Damon Powell

Business Strategy and Leadership

Credits	Time	Title	Instructor
1.0	**9:00-10:00**	He Who Tells the Best Story Wins: Turning Your Work Into a Competitive Advantage	Suzan Marie Chin-Taylor – Creative Raven
1.5	**10:30-12:00**	Growth, AI and the Workforce: The Conversations Contractors Need to Be Having	Scott Tackett, David Specht, John Monroe – Violand Management Associates
1.5	**1:00-2:30**	How AI is Transforming Marketing for Home Services Companies (and How to Use it to Generate More Leads)	Kenny Perry – Organic Mindset Agency
1.0	**3:00-4:00**	Getting to the Finish Line Successfully: Strategic Exit Planning for Business Owners	Katherine Ramirez – 10X Business Broker M&A
1.0	**4:30-5:30**	Where Wastewater Companies Lose Revenue Before the First Call: Visibility Response Time, and Marketing Attribution	Connor Bell - Connexis

February 23, 2027

Keynote

Credits	Time	Title	Instructor
1.0	**9:00-10:00**	Keynote Speaker Wine to Water	Doc Hendley

Information Classification: General

Portable Sanitation

Credits	Time	Title	Instructor
1.0	**11:00-12:00**	The 2026 Portable Sanitation Benchmark Report	Jonah Chilton – ServiceCore
1.0	**2:30-3:30**	Scaling Without Breaking: What Actually Happens Between $1M and $5M	Erin Stahla, Grant Stahla – Stahla
1.0	**4:00-5:00**	Beyond Toilets: Why Drinking Water Trailers & Hydration Services Are the Next Growth Opportunity for Portable Sanitation Providers	Adam Ghrist – Lang Specialty Trailers

Waste Haulers

Credits	Time	Title	Instructor
1.0	**1:00-2:00**	From Crisis to Capacity: How We Built Our Own Private Septage Disposal System (and What We Learned)	Jon Jouvenaux – VibraWaste and BBB Septic and Portable Toilets
1.0	**2:30-3:30**	Fats and Oils: Disposal vs. Recovery	Biojoe Renwick – Head Honcho, Green Energy Biofuel
1.0	**4:00-5:00**	From Vision to Value: The Automated Future of Waste Hauling	Mark Hoadley – Hauler Hero

Safety

Credits	Time	Title	Instructor
1.0	**11:00-12:00**	Safety 101: The Essential Requirements for Safety and Environmental Compliance	Dennis Pivin – SAK
1.0	**1:00-2:00**	Safety Data Sheet Mastery: Understanding and Preparing an SDS for Plumbing and Lining Contractors	Dennis Pivin - SAK

Business Strategy

Credits	Time	Title	Instructor
1.0	**11:00-12:00**	Legal & Tax Strategies for Owner-Operators	Larry Oxenham – American Society for Asset Protection
1.0	**1:00-2:00**	The Blueprint for Consistent Growth in Plumbing Operations	Nate Agentis – Plumbing, BDR
1.0	**2:30-3:30**	The Employer of Choice: Winning the War for Talent	David Specht – Violand Management Associates
1.0	**4:00-5:00**	Raising the Standard: Delivering Premier Customer Service in Septic & Drain	Jessica Young – Young Plumbing Services

February 24, 2027

Safety

Credits	Time	Title	Instructor
1.0	**10:00-11:00**	Confined Space Basics: What Every Worker and Owner Needs to Know	Dennis Pivin Sr – SAK Jerry Weiman – Jerry Weiman Consulting

Information Classification: General

Business Strategy

Credits	Time	Title	Instructor
1.0	**8:30-9:30**	Set Up for Success: How Organization Translates to Profit & Professionalism	James Stiksma – Canadian Septic Inc
1.0	**10:00-11:00**	How Septic & Wastewater Contractors Are Using AI to Dominate Local Markets	Scott Andreasen – Excavation Marketing Pros
1.0	**11:30-12:30**	Built to Scale: Marketing That Drives Real Revenue in the Trades	Jim Leslie – Home Service Freedom
1.0	**1:30-2:30**	Promoted but Not Prepared: Turning Top Operators into Confident, Strategic Leaders	Christopher Salem – CRS Group Holdings
1.0	**3:00-4:00**	Train Better, Bill Smarter: Turning Techs and Equipment into Profit Drivers	Jarod Smith – Clog Busters Drain Cleaning and Repair

Workshops (Additional Fee)

Credits	Time	Title	Instructor
4.0	**8:30-12:30**	Pumping Fundamentals: A Field-Ready Course	NOWRA
3.0	**8:30-11:30**	Build Your Profit Playbook: Start Running Your Business by the Numbers in 3 Hours	Kasey Stanley

February 25, 2027

Safety

Credits	Time	Title	Instructor
2.0	**9:15-11:30**	Offsite Tour – Carmel Wastewater Treatment Plant	Jordan Kleinsmith

CREDIT: The courses will count toward the septage education (CSE) requirements outlined in Section 11703 of Part 117. Only the CSE credits earned by the "responsible agent" for a given Michigan licensed septage firm will be credited to that firm.

Due to concurrent course session scheduling, no more than 18.0 CSE credits may be earned during the conference.

A certificate will be issued for each class attended.

Advisories

Registration/Fees: For further information, contact WWettShow.com. You may also call Tristan Johnson at 212-600-3778.

Course Cancellation/Rescheduling: Some courses may be cancelled or rescheduled due to low enrollment/registration or other reasons. EGLE is not responsible for any course cancelled or rescheduled by a course sponsor. Course sponsors are strongly encouraged to notify EGLE and those who have registered for the course in a timely manner when a course is cancelled or rescheduled prior to the date the course is scheduled to be offered. Course attendees from Michigan are encouraged to make adequate consultation with the course sponsor before registering for the course.

For additional information, you may call Mr. Matt Rockhold, EGLE, at 517-888-4897.

Information Classification: General