

ABSDA TRAINING PROGRAMS

Electrical Fundamentals for Retail Sales

Friday, May 30, 2025

NSCC Cumberland Campus
1 Main St, Springhill, NS B0M 1X0



COURSE OBJECTIVE

Empower your sales team with the essential knowledge of electrical products. This hands-on course is tailored for retail professionals in the building supply industry, providing a solid foundation in electrical principles, products, and applications. From wiring and circuit basics to understanding key components like switches, outlets, and lighting, participants will gain the confidence to assist customers with expert product recommendations and troubleshooting advice. Enhance your team's ability to provide informed, reliable guidance that boosts customer satisfaction and drives sales success.

Duration

Friday: 8:30 am - 4:30 pm

LEARNING TOPICS

- Basic Electrical Principles: Understanding voltage, current, and resistance
- Wiring Types and Applications: Overview of common residential and commercial wiring
- Electrical Components: Breakers, outlets, switches, and their functions
- Lighting Systems: Different types of lighting (LED, CFL, incandescent) and their uses
- Safety Standards and Codes: Key safety regulations in electrical work
- Common Electrical Issues: Troubleshooting and solutions for typical customer problems
- Energy Efficiency and Sustainability: Understanding energy-saving products and technologies
- Hands-on wiring and installation of components



Seminar Fees

(including course materials and lunch)
+ HST per person

ABSDA Members

15 participants or more **\$349**
15 participants or less **\$399**

Non-Members

15 participants or more **\$549**
15 participants or less **\$599**

Cancellation/Substitution Policy:

Substitutions within the same company are possible without penalty. Cancellations 6 days or less, prior to the seminar, will be subject to a 33.33% cancellation charge.

Contact Patrick Goguen
goguen@absda.ca

REGISTRATION FORM – ELECTRICAL FUNDAMENTALS FOR RETAIL SALES

Company Name: _____

Street: _____ City: _____ Province: _____ Postal Code: _____

Company Contact: _____ Telephone: _____ Email: _____

Number of Participants _____

Method of Payment: Bill our Company Visa/MasterCard Card # _____ CVV _____ Expiry _____

Return Form To: ABSDA, 70 Englehart Street, Dieppe, NB E1A 8H3
Phone: 506-858-0700 Email: goguen@absda.ca

Seminar fees are subject to HST
HST #R106736168

PARTICIPANTS FORM – FOLLOWING PAGE

Electrical Fundamentals for Retail Sales



PARTICIPANTS FORM – ELECTRICAL FUNDAMENTALS FOR RETAIL SALES

Participant Name: _____

Home Address: _____ City: _____ Province: _____ Postal Code: _____

Telephone: _____ Email: _____ Date of Birth: _____

Previously attended NSCC (Y/N) _____

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Previously attended NSCC (Y/N) _____