

ASAP COURSE OUTLINE AND SCHEDULE:

All methods will be lecture, completely hands on, as well as real world field experience.

- 1) Basics
 - a. Types of Locks
 - b. Construction of locks
 - c. Types of Keys
 - d. TOOLS of the locksmith
 - e. Machines
 - f. Basics of Pinning locks
 - g. Basics of Picking locks
- 2) The Lockout
 - a. Business lockouts
 - b. Home lockouts
 - c. Car lockouts
- 3) Installing and repairing Residential locks
 - a. Choosing the correct lock
 - b. Ordering locks.
 - c. Deadbolt
 - d. Handlesets
 - e. Electronic Locks
 - f. Securing Frames
- 4) Installing, repairing, troubleshooting Basic Commercial Locks
 - a. Basic types of mechanical building security
 - b. Choosing/understand the correct lock
 - c. Ordering commercial locks
 - d. Service options and pinning commercial locks
- 5) The Business of The Phone and The Customer
- 6) The Residential Service Call
- 7) The Commercial Service Call
- 8) The Competitive Bid-Creative Ways to Win
- 9) The Security Industry (Business/Manufacturers/Distributors)
- 10) Logistics of Choosing Your Niche Based on Your Skills
- 11) How to be your own boss: Entrepreneur introduction.
- 12) Setting Up Your Business
- 13) Loans/Money/CashFlow
- 14) CUSTOMER Loyalty Secrets
- 15) The Basics of Marketing Your Business for Profit