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Visonic teams with NTC to offer free training for aspiring PERS providers

Daniel Gelinas - 10.02.2009 [email](#)

BLOOMFIELD, Conn.—Fulfilling a promise **teased** to Security Systems News back in June, Visonic Americas, a developer and manufacturer of home security and safety systems and components, has modified its Visonic PERS boot camp model for the Internet and teamed with National Training Center to offer a free how-to course for traditional security companies to break into the lucrative PERS market.

According to Visonic Americas VP of sales Mark Ingram, the demand for PERS is growing exponentially as America ages and the costs of assisted living and nursing care continue to skyrocket. However, Ingram insists, not all security professionals have a clear idea on how to successfully approach the market. The free, 30-minute, online course will change that for anyone who asks to take the course. "We're happy to help anyone out," Ingram said, noting that the initial, basic-level course will most likely evolve into more in-depth, accredited training. "My goal for this was to get it kicked off and get it out there for people to see and use. It's really just a primer. It's not as in-depth as the boot camps, which are all-day seminars. Once we get more meat into it—if we see a lot of interest—then we can add more and I think CEUs are a natural progression from there."

NTC VP sales Bryan McLane said the pairing was a natural fit. "We're excited to be hosting this training and excited to be working with Visonic. This is just a small part of the online training we have at NTC," McLane said. "This is an abbreviated version of the boot camp. It gives participants an overview of the PERS industry and talks to them specifically about Visonic and about opportunities in the PERS industry ... It's a lot of information on why they should be in PERS and how they can make money in PERS."

Interested participants can get free access by contacting their Visonic rep directly or by calling 860-243-0833, ext 214. The course concludes with a quiz. After completing the quiz, participants will receive a free Visonic MCT220 transmitter, valued at \$60, when they fax in the form prompted at the end of the quiz. The course is a \$99 value, according to McLane. Once participants register for the training, the online class is available to them 24/7 for 90 days. For more information, visit www.nationaltrainingcenter.net.

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