

# Additional Certification

## **BPAA/IBPSIA Certification Training**

### **BPAA School For Bowling Center Management...\$1,250**

**The Orleans Hotel & Casino**  
**Tuesday 6/22 6pm - 9pm**  
**Wed 6/23 - Sat 6/26; 9am - 5pm**



The only training opportunity of its kind, The BPAA School for Bowling Center Management is an intensive four-day class where proprietors and managers are given the tools to grow their center's revenue and productivity.

Students participating in the program receive: up-to-date curriculum, a custom demographic profile of their center, professional instruction from a team of successful proprietors and industry consultants, marketing templates, food and beverage inventory spreadsheets, and much more.

Classes are held several times throughout the year at both The International Training and Research Center in Arlington, TX and in conjunction with Bowl Expo at The Orleans Hotel and Casino. Modules covered include: Marketing, Demographics, Hiring and Training, Food and Beverage Operations, Youth Program Development, Birthday and Corporate Party Planning, Financial Analysis, and Leadership.

### **IBPSIA Hands-On Training...\$995**

**The Orleans Hotel & Casino**  
**Monday 6/21 - Thursday 6/24; 9am - 5pm**

This four-day intensive training for pro shop operators includes topics such as:

- Fitting and drilling techniques - physical analysis of the hand, tool operation, etc.
- Product knowledge - balls, shoes, accessories, including core design, etc.
- Work bench activities - plugging techniques, resurfacing, repairs, etc.
- Lane work - needs analysis, product delivery, lessons, use of video, etc.
- Customer service - retail merchandise, sales and shop layout, etc.

Upon completion of this 4-day course the students will receive 32 IBPSIA CEU's.

### **IBPSIA Advanced Hots...\$995**

**The Orleans Hotel & Casino**  
**Tuesday 6/22 - Friday 6/25; 9am - 5pm**

This extension of the HOTS course is an intensive four-day training program where students study dynamic fitting techniques, advanced layouts, troubleshooting, and equipment matching to bowler and lane conditions.

- Prerequisite HOTS
- Upon completion of this course students receive 32 IBPSIA CEU's.

### **IBPSIA Hots On-Lanes...\$750**

**The Orleans Hotel & Casino**  
**Friday 6/25 - Sunday 6/27; 9am - 5pm**

This three-day course is designed to help any coach or pro shop operator develop their problem-solving skills.

Cutting edge technologies such as CATS and Digi-Trax provide us with more data about our bowler's game than ever before. The students' time is spent in both classroom teaching and on-lane instruction learning how to translate this data into usable information for coaching and fitting.

### **IBPSIA Business Of Pro Shops...\$495**

**The Orleans Hotel & Casino**  
**Saturday 6/26 - Sunday 6/27; 9am - 5pm**

Learn how to go from being a good technician to a great pro shop operator from a faculty of successful industry leaders. This curriculum is designed to help you easily increase sales and reduce costs. This two-day course is the first step towards making more money in your business.

### **USBC Training**

#### **Fundamentals Of Team Coaching USBC...\$150**

**The Orleans Hotel & Casino**  
**Sunday, June 27**

Coaching has developed a curriculum what will provide coaches with the tools they need in order to coach competitive teams. In this classroom based course, students will learn to understand and appreciate the difference between team and individual coaching while also receiving organizational and basic team-coaching skills. Topics include team communication, team selection, team chemistry, fundraising strategies, as well as other topics to improve overall program management.

This class will have an online test to pass in order to receive a coaching certificate.

*Lead Instructor: Bryan O'Keefe*

## **USBC Coaching Certification Training** **The Orleans Hotel & Casino**

**USBC Bronze Conference. . . . . \$295**  
**Thursday 6/24, 4pm - 8pm;**  
**Friday 6/25, 9am - 5pm**  
**Saturday 6/26, 9am - 2pm**

This 2-1/2 day course is an intermediate level of training and certification. Completion of Level I is required. Includes: philosophy of coaching, lane conditions, the mental game, ball dynamics, videotaping, giving a lesson and more. Begins the evening of June 24 with check-in at 3:30 pm.

**USBC Silver Conference . . . . . \$465**  
**Thursday 6/24 - Saturday 6/26, 9am - 5pm**

This three-day course is an advanced level of training and certification for all who have attained Bronze level and have a desire to increase their coaching skills. This course is recommended for collegiate coaches and includes finite adjustments, building a ball arsenal, advanced lane adjustments, matching balls to lane surfaces, video analysis and establishing a practice plan. Must have Bronze certification for at least one year.

