

## LOOKING FOR A COMPETITIVE EDGE? TRAIN TO THE NATIONAL STANDARD AND INVEST IN YOUR INDUSTRY'S FUTURE

“You’re either evolving or you’re dissolving,” that’s the philosophy of Action Alarms Director, Shaun Knapp – so it’s no wonder he and his team are committed to training!

Action Alarms has been engaged with national qualifications training since Shaun completed his National Certificate in Electronic Security [Installer] [Level 3] through Recognition of Prior Learning. That was seven years ago, and since then the Christchurch-based company has turned out four nationally qualified tradespeople and currently has two more trainees on the books.



“Training is vital for the electronic security industry to get the recognition it needs and deserves,” says Shaun, who speaks highly of the value of the Level 3 qualification, which he considers to be the industry benchmark. “It provides real credibility and assists in educating New Zealanders that there is a minimum standard for electronic security companies and their customers shouldn’t settle for less than that.”

ETITO Training Manager, Marty Matheson couldn’t agree more. “More and more, the customer is demanding work be carried out by nationally qualified technicians and that electronic security companies are accountable. Action Alarms has a good training system in place and they’re being proactive about national qualifications training, which will stand them in good stead for the future.”

Positive customer perception is certainly not the only reason to engage in national qualifications training. Shaun reckons there are plenty of other benefits too.

In Shaun’s management role he’s spending less and less time in the field these days, so national qualifications training has allowed him to keep up with how his trainees are getting on. “It acts as a measure. I have monthly check-ins with our trainees and knowing they’re completing unit standards gives me an excellent indication of where they’re at.” He adds that the training process can provide great motivation. “They’ve got something to work towards and a timeframe to do it in, it gives them confidence and a sense of responsibility. I really enjoy watching them develop their skill set and maturity, and I know that they’re a credit to not only Action Alarms, but to the electronic security industry as well.”

After seven years of offering national qualifications training, there’s no doubt Shaun is an advocate for training to the national standard. “Building and maintaining a reputation of honest, professional and qualified service is important to not just my business, but the electronic security industry as a whole. Train to the national standard and you’ll be safeguarding that reputation for years to come.”

If you’d like to find out more about training to the national standard and help educate the future of the electronic security industry, visit [www.etito.co.nz](http://www.etito.co.nz) or contact your [ETITO training manager](#).