

Continuing Education Talking Points

For members presenting the NASCLA Companion Course to their board as a CE option.

THE ASK: Evaluate the NASCLA Companion Course for CE credit-hour approval under your state's framework.

Opening (30 seconds)

“How many of our licensees are scrambling for CE credit in the last two weeks before renewal? I want to talk about a self-paced option that fits into a contractor's actual schedule, instead of one more thing they have to carve out time for.”

Key Points to Make

It solves a real scheduling problem.

The course is 3–4 hours, fully online, and self-paced — a contractor can do it in pieces around job sites and client meetings, instead of blocking out a full day for a live seminar.

It's built for your tracking process.

Every learner gets a certificate of completion, which plugs directly into whatever CE audit process your agency already runs — no new system needed.

It doesn't replace your existing CE providers.

This is about diversifying the options available to licensees, not displacing anyone you already approve.

There's no cost to the agency.

The contractor pays for the course directly — \$130 course only, or \$199 for the course plus the book with tabs (regularly \$217.99) — the same way they'd pay any other approved CE provider.

Anticipated Questions

If asked: Does this count toward our CE requirement automatically?

Say: Not automatically — that's the specific ask today: for the board or CE administrator to evaluate the course and decide on credit-hour approval under your existing framework.

If asked: How is completion verified?

Say: A certificate of completion is issued at the end, which can be requested as documentation for your CE audit trail.

If asked: What if we already have enough CE providers?

Say: This isn't about replacing anyone — it's an additional flexible option, particularly useful for licensees who struggle with the scheduling of live seminars.

Closing the Meeting

Close by restating the ask: get in front of the person who handles CE credit-hour approval in your agency. If there's uncertainty about the approval process, that's a good moment to say NASCLA staff can walk through it directly with that person.

Need backup? Email NASCLA staff at info@nascla.org — we're glad to join a board meeting virtually or in person.