

Pre-Licensure Talking Points

For members presenting the NASCLA Companion Course to their board as a pre-licensure resource.

THE ASK: Recommend or list the NASCLA Companion Course in your agency's pre-licensure applicant packet.

Opening (30 seconds)

"We license people based on their trade skill, but most of the complaints we handle in someone's first couple years aren't about their trade work — they're about running a business. I want to walk through a resource that closes that gap before it becomes a problem."

Key Points to Make

It complements, it doesn't replace.

This isn't a change to your exam or licensure requirements. It's an additional resource applicants can complete on their own to build the business foundation the exam doesn't test — planning, entity types, risk, marketing.

The timing is the point.

Better to build these habits before someone is running jobs and payroll for the first time, not after. Better-prepared licensees mean fewer early-career complaints your staff has to handle down the road.

It's a low-lift first step.

Recommending or listing the course in your applicant packet doesn't require full board action to start. You can always formalize it further once you've seen how it works.

There's no cost to the agency.

The applicant purchases the course directly through store.nascla.org — \$130 for the course only, or \$199 for the course plus the book with tabs (regularly \$217.99). Nothing is billed to the agency.

Anticipated Questions

If asked: Does this replace our exam requirements?

Say: No — it's a complement, not a replacement. Applicants still meet every existing requirement; this just adds a business-readiness resource on top.

If asked: Do we have to build anything to support this?

Say: No. There's no LMS to stand up, no instructor to hire. It's fully online and self-paced — 3–4 hours, with a certificate of completion at the end.

If asked: What does this cost us?

Say: Nothing. The applicant pays for it directly, the same way they'd pay for any other exam prep material.

Closing the Meeting

Close by restating the ask clearly: recommend or list the course in the pre-licensure applicant packet. Don't leave the meeting without a decision on that specific, low-lift step — even a tentative yes, pending a follow-up email to NASCLA, keeps this moving.

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