

PCO

INSIDE:

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January 2009 www.flpma.org

Introducing

**THE
NEW
PCO**

PRESIDENT'S MESSAGE



Tim Hulett is the 2008-2009 President of the Florida Pest Management Association.

Here's To A Better 2009!

Depending on when you take the time to read your monthly periodicals — Happy New Year! Or, I hope you have a Happy New Year!

You'll notice that there's a new look to this edition of FPMA's PCO magazine this month. Florida Pest Management Association will begin distributing its long-running PCO magazine as an insert in *Florida Pest Pro* magazine beginning in January 2009. The new PCO section will carry no advertising, but FPMA will share in the magazine's marketing efforts and benefits. *Florida Pest Pro*, was previously published 7 times a year, but will now expand to 10 issues—every month except July and December.

This new arrangement offers interested readers unparalleled industry coverage by providing the best information found in both magazines. *Florida Pest Pro* is entering its fifth year of publication, and will continue to focus on technical pest control issues through articles written by University of Florida experts. The FPMA's PCO insert will continue to focus on regulatory and legislative issues impacting our industry, and provide information about FPMA activities, programs and services.

Robin Loftin, Florida Pest Pro co-owner and associate publisher says, "Readers of both magazines will now get comprehensive technical, regulatory and legislative information in one package." She went on to say, "Those marketing to the gigantic Florida pest control industry will be able to target every person who buys products and services for the lawn care and pest control industry."

"FPMA members will benefit from this unique relationship by the more efficient, cost effective delivery of member and industry news," said FPMA Executive Vice President **Allen Fugler, Jr.**

This new way of communicating with the FPMA membership and

staying on top of important industry information is another example of our Association delivering added value to its membership.

The new distribution will demonstrate FPMA's leadership in regulatory and legislative matters, support for IFAS research and the full selection of member services to not only FPMA members, but to the entire industry. Sharing your Association with non-members will educate them on the value of membership and increase Association member ranks.

Now looking ahead to the New Year...this is the time of year that some TV reporter will tell us that 2009 is the year of the Ox. Since I know very little about Chinese culture and know even less about Oxen, I went to Google to find out what 2009 might hold in store for all of us; and it looks like we might be in for a better year.

Oxen are supposed to be stable and persevering, tolerant, and of strong character. Not many people could equal the resolution and fearlessness the Ox exhibits when deciding to accomplish a task or an objective. As we used this great creature long ago to plow the soil day after day, so do Ox people labor through their daily responsibilities either at work or at home without complaint or gripe.

Stable, persevering, tolerant, strong character, fearless and not a complainer: that's the Ox.

With what's going on with our economy, if we, along with our elected officials, apply the traits of the Ox, 2009 should be the turn-around year we've all been working for. Here's to 2009!

A handwritten signature in black ink that reads "Tim Hulett". The signature is written in a cursive style with a large, stylized initial 'T'.



www.flpma.org

*"Serving The Pest Control
Industry For Over 60 Years"*

January 2009

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Articles by individual authors do not neces-
sarily reflect the decision-making process of
FPMA with regard to advice or opinions on
the merits of certain processes, procedures or
equipment.

LETTERS TO THE EDITOR

Write up to 200 words on any issue
affecting your business. Sound off!
We want to hear from you!



Official Publishing Partner of FPMA

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WELCOME NEW MEMBERS

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MARK YOUR CALENDAR

April 14, 2009
FPMA Legislative Day
22nd Floor Capitol
Building
Tallahassee, FL

June 24-26, 2009
FPMA Annual Summer
Conference
Plaza Resort & Spa
Daytona Beach, FL

"We Are Proud Joint Partners of the National Pest Management Association"

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EXECUTIVE VICE PRESIDENT'S MESSAGE



Allen Fugler, Jr. is the Executive Vice President of the Florida Pest Management Association.

Joint Publication Offers New Opportunities

Welcome to the FPMA! In this inaugural issue of the Florida Pest Management Association's *PCO* magazine in *Florida Pest Pro* magazine, I wanted to welcome non-members to the publication to join members and fellow pest management professionals for the launch of this unique joint publication effort.

For over 60 years, Florida Pest Management Association members have had access to the great resources on Association events, profiles of fellow members, technical information, legislative and regulatory updates. *PCO* magazine, its premier member publication, chronicles the happenings of the Association and industry-at-large. It is one of the largest and best-read association publications of its kind. It has been a valuable membership benefit.

In order to share this information source with all of Florida's pest management industry, FPMA's *PCO* magazine will be distributed through *Florida Pest Pro* magazine.

PCO magazine will maintain a separate graphic and editorial identity from *Florida Pest Pro*, focusing on Association events and activities, and will be the regular correspondent for regulatory and legislative updates. *Florida Pest Pro* will focus on technical and other industry-related news, such as columns by Institute of Food and Agricultural Services structural and greens industry specialists.

In 10 monthly magazine issues, over 10,000 industry professionals will know all that FPMA does

to support and promote the pest management profession, the Association's events and activities and the work of its numerous committees. Non-member readers will learn how attendance at the Florida Pest and Lawn Care Expo and the Annual Summer Conference will improve the profitability and efficiency of their business. Ultimately, the larger exposure of the Association will build membership, expanding the industry's influence with legislators, regulators, media and the public — just the kind of positive power that a large membership provides.

FPMA members will still have exclusive access to the bi-weekly *FPMA Flash*, the Association's email newsletter, which provides updated news and events, special email news notices, and access to the VoterVoice legislative grassroots contact service.

The publishing partnership helps Allied members and advertisers in tough economic times, culling advertising choices while extending the reach of their product and service sales messages. It is "win-win" for

It is "win-win" for all parties — FPMA members and their Association, prospective pest management members, advertisers, and *Florida Pest Pro* magazine.

all parties — FPMA members and their Association, prospective pest management members, advertisers, and *Florida Pest Pro* magazine.

The FPMA staff is looking forward to working with *Florida Pest Pro* staff in serving Association members and subscribers, industry professionals and the businesses providing the products and services they need, with this exciting new joint publication effort.



Forecast for Tallahassee: Active Legislative Session this Season

by Allen Fugler, Jr.

Like many hurricane season forecasts, the prediction for this legislative session is for lots of activity in Tallahassee. The most significant movement known so far is a series of amendments and additions to Chapter 482, F.S. Proposed and supported by **Commissioner Bronson**, the changes are intended to clarify and strengthen regulation of structural pest control in the interests of Florida consumers.

The proposed language modifies sections that have become obsolete, or for which changes in the pest control industry have rendered unclear or unenforceable.

Department of Agriculture and Consumer Services officials have been working with FPMA, its Government Affairs Committee and industry groups on the exact wording of draft legislation. Below is a list of items and their statutory citations:

Sections proposed for amendment include:

482.021 Definitions – modifies the Certified Operator in Charge to allow more flexibility in supervising employees in multiple locations; language changes will more accurately reflect the operations of many companies.

482.051 Rules – Requires that licensees perform an inspection prior to issuing a termite control contract on existing structures, considered by many to be a consumer protection provision.

Elsewhere in 482.051, the notice of fumigation to the department was updated to reflect more contemporary means of communication: facsimile was added, telegraph was deleted (remember those?) and, to allow for changing technologies, “any form of acceptable electronic communication” was allowed.

482.071 Licenses – minimum insurance limits of liability were increased for bodily injury to \$250,000 per person and \$ 500,000, per occurrence, and for property damage to \$250,000 per occurrence and \$500,000 aggregate. A combined single limit of \$500,000 aggregate was also allowed. After consulting with insurance professionals, the department felt that these marginal increases wouldn’t pose an undue burden on the industry and would help better protect consumers and pest management companies.

482.091 Employee identification cards, and 482.152 Duties of certified operator in charge of pest control

activities of licensee – changes only reflect a consistency in the term “supervision.”

482.163 Responsibility for pest control activities of employees—The department has held they did not have the authority to make licensees responsible for the actions of employees, and this allowed companies to continue to violate laws without regulatory liability. Changes in this section would require the department to immediately notify the licensee and certified operator in charge when the results of any inspection or investigation initiates any administrative action against an employee of the licensee or certified operator in charge so that corrective action may be taken.

482.211 Exemptions – The changes would eliminate the infamous “yardman exemption” which allowed for commercial businesses to apply pesticides without licenses.

482.226 Wood destroying organism inspection report; minimum financial responsibility in the form of

Continued on page 11.

Mark Ruff Named FPMA Legal Counsel

by Jerry Mix



The Florida Pest Management Association (FPMA) recently announced that **Mark Ruff**, from the law firm of Alvarez, Sambol, Winthrop & Madson, that is located in Orlando, has been named as the Association's legal counsel.

Ruff will now be representing the FPMA and its members in legal matters. As a member benefit, FPMA members can obtain a brief legal consultation by calling Ruff at (407) 210-2796. He can also be reached by fax at (407) 210-2795. His e-mail address is mhr@aswmpa.com.

It is interesting to note that Ruff already represents over 60 Florida pest control firms as part of his legal practice. **Tim Hulett's** firm, Hulett Environmental Services, is one of more than 60 pest control companies represented by Ruff. Looking at Ruff, Hulett said, "Mark is a workaholic who doesn't like losing." Hulett is, of course, the FPMA's 2008-09 president.

Looking at the changing face of the pest control industry concerning legal matters, Ruff recently said, "Pest control has really changed over the years because when Dursban was phased out and the new termiticides came into the market, they changed the claims system in the state. Pest control litigation is now much different that it was four or five years ago. Damage claims or pesticide exposure claims have all but gone away.



Mark Ruff

"Now it's unfair or deceptive trade practices," he said. Ruff used the example of contracting to do a termite pre-treatment, but only spraying water. "That's fraud," he said. Ruff also indicated that non-compliance with a statute could also be an unfair or deceptive trade practice.

"I don't take on plaintiffs' cases," he said. "There is more credibility in the industry to stay on the defense side. It's a grassroots industry and I can have an impact on people's lives. I like to see the industry succeed. I don't like to see people trashing the industry or taking advantage of the industry. I take great responsibility for what I do for pest control companies to make sure they survive."

Concerning today's pest management industry, Ruff said, "People expect to see Integrated Pest Management (IPM). They don't want to see baseboard spraying. They want crack and crevice work, for example, and they want to be told how to prevent insect infestations by being proactive and maintaining their

homes." He also indicated that people are moving toward green products.

Ruff launched his legal career when he graduated from the University of Central Florida in 1992 with a Bachelor of Arts degree in Legal Studies. He then graduated in 1995 from Stetson University's College of Law. Ruff was admitted to the Florida bar in 1995.

Ruff was born and raised in Melbourne, Florida. Three days after graduating from high school, he went into the United States Navy. He was in the Navy from 1975-1986. At the time of his departure from the Navy, he was a Chief Petty Officer, specializing in engineering. Ruff left the Navy to help raise his three sisters after his parents were killed by a drunk driver.

Before entering law school, Ruff raised cattle in Southern Illinois and then had a construction company in Florida's Brevard County.

He has been married to his wife **Kathleen** for 24 years. The couple has three children. One recently graduated from the University of Florida while another is currently attending the same university. Ruff's third child is attending college in Orlando.

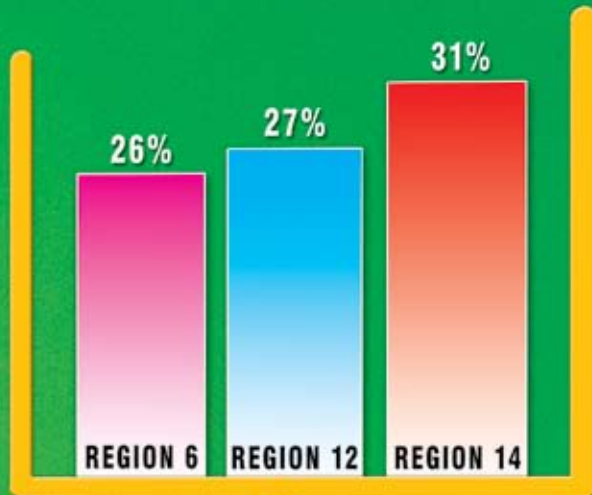
In addition to its office in Orlando, Alvarez, Sambol, Winthrop & Madson also has offices in Miami, Ft. Myers and New York.

Jerry Mix is the former editor of Pest Control Magazine.

FPMA QUARTERBACK CLUB

Congratulations to Regions 6, 12 and 14!
They now boast membership of more than 25 percent of the pest control companies in their regions. Region Directors James Strickland (6), Michael Cadenhead (12) and Blair Burton (14) have been inducted into the Quarterback Club!

Source: FPMA, (407) 293-8627



DID YOU KNOW?

FPMA offers members a free Spill Control guide as a member benefit?
It includes:

- THE SPILL CONTROL KIT CONTENTS AND PROCEDURES LABEL— developed as a template for assembling and using a spill control kit.
- A materials list for your kit.
- Emergency spill procedures.

Once the kit is assembled, the label can be affixed to the bucket with clear waterproof tape or plastic. Available at http://www.flpma.org/members/free_items.htm



It's nice to know there's someone in your corner. FPMA IS YOUR BUSINESS PARTNER

Membership in the Florida Pest Management Association SAVES Money for Your Business. Only FPMA members have access to these services at BIG discounts—savings so big that often companies find that total savings to their business exceeds the dues amounts. The Bottom Line: joining FPMA REDUCES COSTS and makes you MORE PROFITABLE! New business services include:

Discounted gasoline and fleet fuel reporting: BP offers FPMA members 4¢ per gallon off fuel at its more than 1200 Florida stations—more locations than any other company, which means less driving to refuel and more savings. Unlike other programs, savings start at the first gallon and have no caps on monthly savings. Additionally, you will receive detailed reports of mileage and fueling activity which you can use to maximize routing efficiency. Controls on cards also allow nighttime and weekend “shutdown”, minimizing mishandling opportunities. Contact FPMA Allied Member Bill Adams at 1-800-877-9019 ext. 19764 or bill.adams@fleetcor.com for a quick application and start saving!

Employee screening service: If you're not screening prospective employees, you're placing your company at high risk for increased auto, workers compensation and unemployment insurance costs—not to mention Negligent Hiring lawsuits from harmed customers and the damaged company reputation that could follow! ChoicePoint is a national company with extensive coverage in Florida; they offer FPMA members special discounted pricing on a variety of necessary tests that include: drug screening, Motor Vehicle Reports, criminal background check, credit history and Social Security Number verification and much more. Contact Florida ChoicePoint Territory Manager and FPMA Allied Member Julie Welch at 800-881-3303 you may also contact her assistant April Anderson at 866-432-7241 x122.

Discounted debt collection/AR management: Allied member GreenFlag Profit Recovery Systems provide association members with higher rates of recovery for aged Accounts Receivables with professional, courteous recovery efforts with more of your money returned to you! Contact Eva Stan at (239) 482-2612 or eva.stan@transworldsystems.com.

Discounted credit card processing: MerchantBank can save you thousands of dollars over your current bank's credit card processing fees. Call FPMA Allied John Lehman at 888-862-8831 or email him at john@mbcmerchant.com for a analysis of your business needs and the savings the FPMA-endorsed program can provide.

FPMA logo Visa credit cards with lower rates, free balance transfers and no cash advance fees: Tell the Pest Management Story with every purchase! FPMA logo Visa credit cards are emblazoned with the slogan “Public Health Protection is Our Business®” and issued by FPMA preferred provider Gulf States Credit Union; they offer free balance transfers and interest rates below most banks. Contact Susan Uffman at 407-831-8844 or sufland@gulfstatescu.org.

Free legal consultation with FPMA attorney: What's a good lawyer worth? Plenty when you need him! FPMA member Mark Ruff provides a free initial legal consultation for all Association members—a great time to get those tricky and potentially hazardous legal questions answered! Contact Mark at (407) 210-2796 or mhr@aswmpa.com.

Free consultation with FPMA Human Resources specialist: State and local governments enforce a multitude of employment regulations which have a huge impact on how you hire your employees, what you pay and treat them, and what you do when they leave, either voluntarily or involuntarily. Seay Management, a longtime FPMA member and frequent speaker at meetings, will answer your questions about compensation, wages and hours, hiring, dismissal, personnel policy and others. As an FPMA member, you can and talk with Seay Management's professional consultants at any time, free of charge; simply call 407-426-9484, identify yourself as an FPMA member and ask to speak to a consultant. They will talk with you about your specific situation, answer your question, and provide you with advice and recommendations to resolve the issue.

Many of these business services can be extended to ALL of your employees, making FPMA membership an important company benefit that improves your ability to attract and retain key employees, reduce turnover and increase profit and rate of growth. As an Active Member Company, all employees share in the discounts for programs, conventions and meetings, and are invited to regional meetings and can attend programs for free CEUs.





Gearing Up for the New Year

Part of ushering in a new year includes compliance with the amended rules in Chapter 5E-14, Florida Administrative Code. January 1, 2009, is the deadline for compliance with most of the amendments made to 5E-14 in 2008. Expect to comply with use of the new Wood Destroying Organism reports by April 1, 2009.

Here's a quick review of the word from DACS or go to www.flaes.org/pdf/memo%20832.pdf.



Florida Department of Agriculture and Consumer Services
 CHARLES H. BRONSON, Commissioner
 The Capitol • Tallahassee, FL 32399-0800
www.doacs.state.fl.us

Please Respond to:
 Bureau of Entomology and Pest Control
 1203 Governors Square Blvd, Suite 300
 Tallahassee, FL 32301
 (850) 921-4177 (850) 410-0724 fax

MEMORANDUM 832

DATE: October 10, 2008
 TO: Pest Control Business Licensees
 FROM: Michael J. Page, Chief
 Bureau of Entomology and Pest Control
 SUBJECT: Recent Amendments to Chapter 5E-14, Florida Administrative Code

Effective September 17, 2008, there were several revisions to Chapter 5E-14, Florida Administrative Code (F.A.C.).

The Bureau will begin active enforcement of these revisions beginning on January 1, 2009, EXCEPT for the revisions that affect the new Notice of Fumigation, Form 13667 (Section 5E-14.110, F.A.C.); the fumigation warning signs (Section 5E-14.112(3), F.A.C.); the requirement to record fumigation cylinder numbers (Section 5E-14.142(1), F.A.C.); and finally, the new WDO Reporting Form, DACS 13645 (Section 5E-14.142(2)(c), F.A.C.). Enforcement of the specific sections mentioned above will begin on April 1, 2009, to allow the industry time to accommodate this change. There will be no additional grace period for the aforementioned rules after this date.

A brief summary of the rule changes are as follows:

- A definition of "Connected Structure" has been created (5E-14.102(17), F.A.C.)
- In the WDO contract section, a new paragraph added requires a licensee to notify the consumer in writing, either within contract or by a separate statement signed or initialed by the consumer, that the licensee may subcontract the work to other licensees. (5E-14.105(9), F.A.C.)
- Section 5E-14.110, F.A.C., now requires all fumigation notices to be submitted on the Notice of Fumigation, Form 13667, Rev. 05/08. Paragraph (5) was modified and the "approximate time of release" was removed. Also, paragraph (6) requires any change(s) in the information on fumigation notices previously sent to the Department to be submitted in writing in advance of the fumigation. (There is still an emergency exception.)



Florida Agriculture and Forest Products
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Memo 832
 October 10, 2008
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- The "commodity" waiver for occupied areas in Section 5E-14.111(2), F.A.C., was removed and with the new definition of connected structure, paragraph (3)(a) was omitted and (3)(b) was renumbered to 5E-14.111(3), F.A.C.
- In Section 5E-14.112(3), F.A.C, the fumigation warning signs were modified. The signs now require the date and time the fumigant was introduced, and added an entry to specify the name of the person who introduced the fumigant.
- Section 5E-14.142(1), F.A.C., was modified to require the fumigant cylinder numbers be recorded in addition to the standard RUP information. This change will not require the use of a separate or referenced form. Recording cylinder numbers may be accomplished on fumigation log sheets or by another method deemed appropriate by the licensee.
- Significant changes to the WDO Report Form, DACS - 13645 have been adopted. Section 5E-14.142(2)(c), F.A.C., now requires the use of the new WDO Form 13645, Rev 05/08. The new form is available from the Department's website at this link: <http://www.flaes.org/aes-ent/formsandpubl.html>. Some of the features of this new form include the following:
 - The form has been expanded to two (2) pages to accommodate additional space for observations
 - The consumer language has been clarified
 - The form provides a new section for areas of the structure that are obstructed or inaccessible
 - The form requires the inspector to list the structure(s) that were inspected on a property

As previously stated, enforcement of this new form will begin on April 1, 2009 with no exceptions.

- Section 5E-14.142(3)(b), F.A.C., involving telephone advertising and telephone numbers was modified and eliminates the requirement for the telephone lines to terminate at the licensed business location. The telephone directory advertising must, "...show the licensee's name or trade name as registered with the department as well as the complete licensed business location address from where services will be performed and telephone numbers." A new paragraph (c) requires that an identification cardholder must perform all solicitation and acceptance of pest control whether performed in person or by telephone. This change does not require office clerical staff to hold an identification card if they only arrange or schedule pest control and/or accept credit card payments as long as a trained identification cardholder performs the work contracted.
- Section 5E-14.123(4), F.A.C., increased the examination fee to \$300 for each category exam. This change will take effect for the March 2009 examination.
- And finally, Section 5E-14.149, F.A.C., was amended repealing the requirement for the department to impose investigative costs (formerly paragraph 10), and the subsequent paragraphs were renumbered.

Please contact this office at 850.921.4177 if you have any questions.

Essential Telephone Skills

By Nancy Friedman



Many years ago, one of our Telephone Doctor clients told me, “Nancy, congratulations! Some people take a simple idea and complicate it. You have taken a simple idea and kept it simple.”

Others tell us, “What you do is just plain old common sense.” And we sure agree. But you and I know that common sense just isn’t that common. If it were, EVERYONE would be doing it. And we know they’re not.

Here we go!

1. Answering a Business Call

Well, what’s so difficult about that? HUH? Right, it’s not difficult. But if I called 100 people within your own organization, I’m betting I’d get a number of ways that folks answer the call. And at Telephone Doctor, we believe there should be one, uniform method of greeting to answer the call by everyone, every time. A buffer – words that welcome the caller, such as “Thanks for calling.” Then your company name, and then give your name as in: “This is SUE.” Then stop. Anything after our name erases our name. “How can I help you” is simply NOT necessary on that initial greeting. You are there to help. That’s why you answered the phone.

“Thanks for calling the Telephone Doctor’s office. This is Nancy.”

2. Thanking a Caller for Holding

I’m amazed at the number of times I’m put on hold and when the person comes back, they just start in on the conversation. No, “Thank you for holding, Mrs. Friedman.” And normally they’re gone longer than they should be. So that “thank you for holding” sure would sound nice and appreciated. I always wonder why they don’t thank me for taking the time to stay with them. Don’t you?

3. Monogramming the Call

Some of the items on my desk have my name engraved on them, some my initials. I treasure those items. And frankly, probably won’t ever throw them away. I have things I’ve saved from years ago with my name on it. Most people save things with their names on it. Same thing should happen on a phone call.

When you have the caller’s name, use it! Don’t abuse it, but do include it throughout the conversation. Everyone likes to hear their name. And they want to hear it pronounced right and spelled right.

Don’t be afraid to ask the caller on pronunciation if you’re not sure. They’ll appreciate it a heck of a lot more than you trying to butcher their name. Same thing goes for spelling it properly. ASK. Don’t assume. Are you aware there are 19 ways to spell the last name of NICHOLS in the NY phone directory? Not everyone spells their name the same. Tom. Thom. Tomm. Christy. Kristy. Charlie,

When you have the caller’s name, use it! Don’t abuse it, but do include it throughout the conversation

Charley. The list goes on. GET IT RIGHT!

4. Avoiding Mouth Noises on the Phone

I cannot tell you the number of times I talk with people on the phone and it sounds as though they have a mouthful of MUSH. Either gum, or candy, or they’re finishing their lunch. The only thing that should be in your mouth when you’re on the phone is your tongue. Remember, please, the phone is a microphone and anything that is in your mouth will sound ten times louder to the caller as you think it will. Empty your

mouth before you pick up the phone!

5. Leaving a Positive LAST Impression

Most of us have been taught about making that “great first impression.” And yes, that’s so important. We don’t get a second chance to make that first great impression. Well, consider making a great last impression as well. Don’t screw it up at the end of the call. Letting the caller know, “It was so nice to meet you by phone.” Or “I’m glad I had the opportunity to help you.” Or “Thank you for calling.” Or “We appreciate your call.” Something that will make that lasting positive impression. Because when we hang up, they turn around or think to themselves and say either “Wow, that was a super call.” Or “Man, I’ll never call there again.” How do YOU want your callers to think of YOU?

Well, if you’re familiar with

Telephone Doctor, you pretty well know there are 5 more techniques that are covered in our new program Essential Telephone Skills. I’ve given you five to test the waters. I hope you enjoyed them and will want to preview the program, and eventually own it to share and train your employees with on this very, very important, simple, yet effective topic.

Nancy Friedman is President of Telephone Doctor, a customer service training company in St. Louis, Mo. She is a featured speaker at association and corporate meetings. To receive a free subscription to the Telephone Doctor Newsletter, The Friendly Voice, email press@telephonedoctor.com or call (314) 291-1012.



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Edge**

GOVERNMENT AFFAIRS...continued from page 5.

errors and omissions (professional liability) insurance coverage – increases the minimum limits of insurance to \$250,000 per occurrence and \$250,000 aggregate, or to have equity or net worth at least \$500,000. Again, insurance professionals assured the department that most policies already contained these limits, making for no additional financial burden on the operator while providing more protection in the area of greatest legal liability.

New sections to the proposed law included:

482.072 Telephone call centers – granted DACS the authority to regulate call centers like a standard pest control business; the law addressed new technologies and potential business models for any pest control business.

482.157 Limited certification for commercial wildlife management personnel – creates a new limited licensing category to establish

operations and distinguish it from a General Household Pest license.

In other legislative news...

The National Pest Management Association (NPMA) has made available to Joint States a new grassroots communication system for its members. Through the VoterVoice system, FPMA members can receive legislative “Call to Action” alerts, read about issues and send letters, faxes and emails to federal, state and local government officials. The system provides template language for each issue and bill for easier use. FPMA members need only to forward their current email address to sign up for the system.

Legislative Day in Tallahassee is slated for April 14, 2009 — With all of the action expected in the upcoming session, be sure to mark your calendars and plan to attend! Details of the events will be in upcoming issues of *PCO Magazine* and the eFlash!

As of press time, local ordinances are currently under consideration in

Marion County, Orange County, by the Tampa Bay Regional Planning Commission, and the City of Bonita Springs and City of Tallahassee. A common grumbling by those in favor of more restrictive ordinances is the “weed and feed” exemption — a feature of the statewide pesticide pre-emption law. In addition to the advance work of the FPMA Government Affairs Committee, constant vigilance will be necessary to protect this statute and avoid the patchwork of local pesticide ordinances that we see in emerging fertilizer ordinances. Stay in touch through the VoterVoice system, the FPMA eFlash! email newsletter and web site and be ready for a legislative grassroots “Call to Action!”

Allen Fugler, Jr. is the executive vice president of the Florida Pest Management Association. Reach him at allenf@fpma.org or (800) 426-4829; (407) 293-8627.

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<input type="checkbox"/> January 14 – 16	Foundations of Termite Management 101	___	× \$ 325 =	_____
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