

Operations Manager

Joseph Stockley

- ◆ Bryant College, Bachelor of Science degree in Business Administration with concentrations in Management and Computer Information Systems: 2003
- ◆ Association of Pool & Spa Professionals, Certified Building Professional®/CBP®: Test Score 86, January 29, 2014
- ◆ Association of Pool & Spa Professionals, Energy Efficiency Course/EEC: Las Vegas, November 11, 2013
- ◆ Association of Pool & Spa Professionals, Certified Service Professional®/CSP®: Test Score 82, February 13, 2013
- ◆ National Swimming Pool Foundation, Certified Pool/Spa Operator®: Test Score 98, February 16, 2012
- ◆ National Swimming Pool Foundation, Certified Pool/Spa Operator®: Test Score 97, December 14, 2006
- ◆ Association of Pool & Spa Professionals, TECH II® Training: Test Score 95, December 15, 2005
- ◆ National Spa & Pool Institute, TECH I® Training: Test Score 95, November 19, 2004

2014

- ◆ Baystate 15th Annual Northeast Opportunity Day, Clean Light Technology - Ultraviolet Water Treatment, Uncasville, CT, February 10-11, 2014

2013

- ◆ SCP Distributors LLC, Northeast Region Dealer Conference, Verona, NY: December 11-12:
 - ◆ The Ultimate Outdoor Kitchen, Presented by Bull, RTF & Grill Dome
 - ◆ Go Green in 2014

- ◆ The Vinyl Rebuild—Don't Just Change the Liner Presented by Poolcorp
- ◆ MAAX Spas Factory Technical Training, Chandler, AZ: November 14 & 15
- ◆ APSP, Energy Efficiency Course, Las Vegas, NV, November 2013
- ◆ Baystate 14th Annual Northeast Opportunity Day, Uncasville, CT: February 11 & 12
 - Pentair Automatisation
 - Spa Repair for Profit
 - The Power of Innovation
- ◆ NESPA/APSP Atlantic City Pool & Spa Show, January 28-31
 - Business Killers: Don't Risk Your Future
 - Cost-Cutting Techniques
- ◆ Maax Spas; Circle of Excellence; COE Certified; March 2013

2012

- ◆ Jack's Magic Products, Certified Stain Specialist: February 19
- ◆ The Association of Pool & Spa Professionals, Mohegan Sun, CT: February 13-14
 - Pentair Automation Heating
 - Become a Certified Stain Specialist
 - Understanding Electric Controls

2011

- ◆ Pleatco Pure Premium Pool & Spa Products, Perfect Pool Guy Search, Certificate of Merit: September 2011
- ◆ Aqua Comfort Technologies LLC, Aqua Comfort Heat Pump Sales/Service: March 24
- ◆ NESPA/APSP Atlantic City Pool & Spa Show, January 24-25th
 - Precast Stone Coping Renovations & Repair
 - Advanced Vinyl Liner Measuring & Installation
 - Vinyl Liner Inground Pool Repairs & Renovations

2010

- ◆ CounterPoint Road Show Agenda, Boston, MA: June 17
- ◆ Pentair, Heater Repair & Plumbing, Coventry, RI: March 4
- ◆ Association of Pool and Spa Professionals - Certified Service Technician (CST) - expires 12/31/10

2009

- ◆ NESPA/APSP Atlantic City Pool & Spa Show
 - Energy Efficiencies for Pools & Spas
 - Heat Pump Installation in Northern Climates
 - Just the FAQs: Answers to Store Design, Renovation & Display Queries
 - 10 Steps to Entrepreneurial Success
 - Liability and the Pool Industry
 - Way Cool Technology Tools

2008

- ◆ NESPA/APSP Atlantic City Pool & Spa Show: January 28-31
 - Myths and Facts About Business Ownership
 - Certified Stain Specialist Training
 - New Trends in Retail Design
 - Liability and the Pool Industry
 - Way Cool Technology Tools

2007

- ◆ King Technology, Inc., Spa Frog Dealer Training: October 15
- ◆ Zodiac Authorized Service Tech: April 4
- ◆ Target Buying Group, Road Trip: April 3
- ◆ Crellin Handling Equipment, OSHA Forklift Safety Training, Coventry, RI: March 22
- ◆ Pentair Water Pool & Spa: March 6-7
 - Equipment Training Series Heater Installation & Repair
 - Max-E-Therm & Mastertemp Heaters
 - Intelliflo & Intelliflo 4x160

- Intellichlor
- Intellitouch & Screenlogic
- Equipment Training Series Basic Hydraulics & Equipment Sizing, Automation
- Easytouch
- Minimax Nt Series Heaters
- ◆ Polaris, Breakdown & Repair of Polaris Cleaners, Advanced Water Technology, Practical Application of Nature2 and Salt Generation: February 21
- ◆ Goldline Controls, Electronic Controls and Chlorine Generators: February 6
- ◆ AeroTemp, Heat Pump Repairs & Installations: February 5
- ◆ Hydropool Annual Retailer Learning Conference: January 14-16
 - Sharpen Your Swim Spa Knowledge
 - Selling Strategies, The Magic Formula
 - Retail Strategies for Success
 - Marketing & Advertising Weapons
- ◆ Smartpool Authorized Service Tech, Robotic Pool Cleaners: January 11-12
- ◆ WaterLink Express Certified Water Testing Professional

2006

- ◆ Aquabot Authorized Service Tech: January 24
- ◆ NESPA/APSP Atlantic City Pool & Spa Show: January 23-25
 - Know Where Your Money Is, The Art of Reading Financial Statements
 - Discipline or Termination Know When to Cut the Employee Loose
 - Federal Employment Law
 - The Seven Non-Negotiable Laws for Business Success
- ◆ AQUA Excellence Certified Retailer: November
- ◆ AQUA Show, Las Vegas, Nevada: November
 - Turn Your Store Into A Consumer Destination
 - Accessory Merchandising
 - Internet for Small Business
 - I Quit But Forgot to Tell You
 - The Critical 7 Seconds

- Secrets of the Awesome Manager
- Train Wreck Sales: Turning Around Difficult Customers
- Real World Sales Techniques
- Using Focal Points
- Transforming Your Store to Increase Space Productivity

2005

- ◆ NESPA/APSP Atlantic City Pool & Spa Show: January 24-27
 - Chemistry of Newly Plastered Pools
 - Pool & Spa Legal Issues Defending Yourself
 - Reducing Organics in Recreation Water A Focus On New Nano Technology
 - The Seven Non-Negotiable Laws for Business Success
 - Chemistry of Newly Plastered Pools

2004

- ◆ Raypak Pool & Spa Heater Installation & Repair: March 2
- ◆ SkillPath Seminars, The Conference on Customer Service: February 25
- ◆ Sta-Rite University, Pool & Spa Equipment: February 13
- ◆ SkillPath Seminars, Attitude Tune-Up for Customer Service: February 4
- ◆ NESPA/APSP Atlantic City Pool & Spa Show: January
 - Basic Electrical Principles for Spas
 - Employee Coaching for Managers
 - Make a Hot Tub Shopper a Hot Tub Buyer
- ◆ Certified AQUA Retailer of Excellence: January
- ◆ AQUA Conference & Expo, Las Vegas, Nevada: January
 - Sales Day with Ray Leone
 - Seven Essentials for Successful Retailing
 - Leadership Through Salesmanship
 - Becoming Motivated to Motivate
 - Creating a Dynamic Sales Environment
 - You Don't Know What You Don't Know
 - Training to Peak Performance
 - Compensation & Motivating Your Staff

- How to Make Every Day a Great Day

2003

- ◆ Bullfrog Factory Trained Technician, Utah: December 2
- ◆ The National Spa & Pool Institute, New Orleans: November 4-7
 - Business Law for the Pool & Spa Industry
 - 10 Tips to Drive Customers to Your Spa Dealership
 - Leadership Through Communication Homeowner Communication Skills for Construction Superintendents
 - Aqua Rite & Aqua Logic Installation & Operation of Americas #1 Chlorine Generators
 - Stop, Look, Touch & Buy! The Dynamics of Merchandising
 - MiniMax NT Heater Installation, Troubleshooting & Repair
 - Doing More For Less! Maximize Sales With Creative Merchandising, Innovative Marketing & Inspired Employee Performance
 - Hands-On Electronics

2002

- ◆ Bullfrog Technical Institute, Utah: September 30

2000

- ◆ Raypak Pool/Spa Heater Installation/Repair: March 16
- ◆ The National Spa & Pool Institute, Raypak Pool Seminars: March 15
- ◆ Forklift Training, Brodie: April 5