



LIVE NATION

LEGENDS  
GLOBALOVG  
OAK VIEW GROUP

NASCAR

NIB  
WIA  
America's Beer  
DistributorsAnheuser-Busch  
FOUNDATIONConstellation  
Brands

HEINEKEN

MOLSON  
COORS  
beverage  
company

BROWN-FORMAN

# ALCOHOL MANAGEMENT TRAINING FACT SHEET

**TEAM** training is an employee-focused, full-facility alcohol management program for sport and entertainment facility managers and employees.

**TEAM** training takes a comprehensive approach to preparing facility managers to train alcohol servers and everyday employees to manage the sale, service and consumption of alcohol at public gatherings.

**40,000+** SPORTS &  
ENTERTAINMENT  
FACILITY EMPLOYEES CERTIFIED ANNUALLY

**330 ORGANIZATIONS**  
681 VENUES IN 45 STATES & 6 PROVINCES

## STEP 1 TRAINER CERTIFICATION

<https://teamcoalition.org/training/instructor-development-program/workshops/>

Attend a TRAIN-THE-TRAINER Workshop • Re-certify Every 2 Years

- Refine alcohol policies
- Expand list of *Reasonable Efforts*
- Receive tools to train & certify staff

Trainer Certification Prices	First Time Certification	Recertification of IDP	Recertification Online
<b>Member Customers</b> \$25,000, \$50,000 or \$100,000 membership tier.	\$500	\$300	\$125
<b>Non-Profit Organizations</b> 501c3 venues & organizations staffing concession stands on behalf of a concessionaire.	\$525	\$325	\$150
<b>Member Affiliates</b> \$15,000 membership tier.	\$550	\$350	\$175
<b>Associate Members</b> \$7,500 membership tier.	\$650	\$425	\$200
<b>Non-Members</b> Any organization that is not a member of TEAM Coalition, neither affiliated with any TEAM Coalition members nor a member of IAVM or SMA.	\$750	\$500	\$225

## STEP 2 EMPLOYEE CERTIFICATION

<https://teamcoalition.org/training/employees-certification/>

ONLINE or IN-PERSON • Re-certify Every 3 Years

**LEVEL 1** Ushers, Gate Attendants,  
Guest Services & Security  
2-HR course, 20-Q exam

**LEVEL 2** Servers, Hawkers, Bartenders  
& Suite Attendants  
3-HR course, 30-Q exam

Participant Manual Prices	
	Digital Certification Cards (For copies and via email)
<b>Member Customers</b>	\$11
<b>Non-Profit Organizations</b>	\$12
<b>Member Affiliates</b>	\$12
<b>Associate Members</b>	\$13
<b>Non-Members</b>	\$14
<b>Bulk Discount 500+</b>	\$13.50
<b>Bulk Discount 1,000+</b>	\$13

	Initial Set-up and Product Customization (includes one-time purchase of access for 50 people)	Bundle of Access for 50 People	Bundle of Access for 100 to 150 People	Bundle of Access for 200 to 450 People (units of 50 people)	Bundle of Access for 500 to 950 People (units of 50 people)	Bundle of Access for 1,000+ People (units of 50 people)
<b>Member Customers</b> (\$25,000 or greater)	\$250	\$15	\$14	\$13	\$12	\$11
<b>Non-Profit Organizations</b>	\$300	\$17	\$16	\$15	\$14	\$13
<b>Member Affiliates</b> (\$15,000 tier)	\$300	\$17	\$16	\$15	\$14	\$13
<b>Associate Members</b> (\$7,500 tier)	\$350	\$18	\$17	\$16	\$15	\$14
<b>Non Members</b>	\$400	\$20	\$19	\$18	\$17	\$16



TEAMCoalition.org