

# ALCOHOL MANAGEMENT TRAINING FACT SHEET

## 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> <small>\$25,000, \$50,000 or \$100,000 membership fees.</small>	\$500	\$300	\$125
<b>Non-Profit Organizations</b> <small>\$013 venues &amp; organizations staffing concession stands on behalf of a concessionaire.</small>	\$525	\$325	\$150
<b>Member Affiliates</b> <small>\$15,000 membership fees.</small>	\$550	\$350	\$175
<b>Associate Members</b> <small>\$7,500 membership fees.</small>	\$650	\$425	\$200
<b>Non-Members</b> <small>Any organization that is not a member of TEAM Coalition, neither affiliated with any TEAM Coalition members nor a member of IAVM or IMA.</small>	\$750	\$500	\$225

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 event-day employees to manage the sale, service and consumption of alcohol at public gatherings.

## 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 (PDF copies sent via email)
Member Customers	\$11
Non-Profit Organizations	\$12
Member Affiliates	\$12
Associate Members	\$13
Non-Members	\$14
Bulk Discount 500+	\$13.50
Bulk Discount 1,000+	\$13

### Online Employee Certification Prices

	Initial Set-up and Product Customization (Requires a minimum bundle 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)
Member Customers (\$25,000 fee or greater)	\$250	\$15	\$14	\$13	\$12	\$11
Non-Profit Organizations	\$300	\$17	\$16	\$15	\$14	\$13
Member Affiliates (\$15,000 fee, affiliated teams, universities)	\$300	\$17	\$16	\$15	\$14	\$13
Associate Members (\$7,500 fee)	\$350	\$18	\$17	\$16	\$15	\$14
Non Members	\$400	\$20	\$19	\$18	\$17	\$16

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

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



TEAMCoalition.org