



ALCOHOL MANAGEMENT TRAINING FACT SHEET



WHY TEAM?

50,000+ SPORTS & ENTERTAINMENT FACILITY EMPLOYEES CERTIFIED ANNUALLY

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

1,043 ACTIVE TRAINERS

26 MASTER TRAINERS with a combined 200+ YEARS OF EXPERTISE

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.

330 ORGANIZATIONS
681 VENUES IN 45 STATES & 6 PROVINCES

52% of all major league sports facilities certify employees in **TEAM training.**



HOW DOES IT WORK?

STEP 1 TRAINER CERTIFICATION

Attend a TRAIN-THE-TRAINER Workshop

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

RECERTIFY EVERY 2 YEARS

Trainer Certification Prices	First Time Certification	Recertification at IDF	Recertification Online
Member Customers <small>Live Nation, Aramark, Legends, Delaware North Sportservice, & Spectra.</small>	\$500	\$300	\$125
Non-Profit Organizations <small>IDF venues & organizations staffing concession stands on behalf of a concessionaire.</small>	\$525	\$325	\$150
Member Affiliates <small>MLS, NBA, NFL and NHL teams, NASCAR tracks, NCAA universities, facilities owned or managed by major league teams. Any organization that is a member of IAWM or SMA.</small>	\$550	\$350	\$175
Non-Members <small>Any organization that is not a member of TEAM Coalition, neither affiliated with any TEAM Coalition members nor a member of IAWM or SMA.</small>	\$750	\$500	\$225

STEP 2 EMPLOYEE CERTIFICATION

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

Online Employee Certification Prices

Initial Set-up and Product Customization <small>(requires a minimum 1000hr purchase of access for 50 people)</small>	\$250
Bundle of Access for 50 people	\$15
Bundle of Access for 100 to 150 people	\$14
Bundle of Access for 200 to 450 people	\$13
Bundle of Access for 500 to 950 people	\$12
Bundle of Access for 1,000+ people <small>(in units of 50 people)</small>	\$11

ONLINE OR IN-PERSON
RECERTIFY EVERY 3 YEARS

Participant Manual Prices

	Digital Certification Cards <small>(PDF copies sent via email)</small>	Printed Certification Cards <small>(sent via USPS)</small>
Member Customers	\$11	\$12
Non-Profit Organizations	\$12	\$13
Member Affiliates	\$12	\$13
Non-Members	\$14	\$15
Bulk Discount 500+	\$13.50	\$14.50
Bulk Discount 1,000+	\$13	\$14

