



# Work Experience Requirements for Certified SRW-Sales Professionals

The National Concrete Masonry Association appreciates your dedication to the segmental retaining wall industry. NCMA now offers a certification to SRW sales personnel to become Certified SRW-Sales Professionals. To be able to obtain the certification you will need to submit sales experience after completing the SRW Installer Course and passing the exam.

## **What needs to be done to become certified?**

The NCMA Certified SRW-Sales Professional is the industry-recognized program for professionals committed to industry guidelines for installation.

### **Certification Requirements**

1. Attend the NCMA SRW Installer Course.
2. Earn a passing score on the course exam. After successfully completing the class, NCMA will send a certificate of completion to each attendee.
3. **NEW**—Complete and submit an **Application for Certification** documenting:
  - 2 years of hardscape sales experience, or.
  - If you already are and Certified SRW Installer, 1 year of hardscape sales experience
4. Once the experience is verified, the sales person will become certified and will have to renew their certification every 2 years by presenting 8 hours of continuing education, retaking the course, or taking a recertification exam.

**Application for Certification** will be sent with your test results. It will also be available online. This is a one-time only submittal and can either be submitted immediately after taking the class or later.

Please do not hesitate to contact us at 703.713.1900 if you need more information.