

## **Joseph Stockley, Operations Manager**

- ◆ Bryant College, Bachelor of Science degree in Business Administration with concentrations in Management and Computer Information Systems: 2003
- ◆ National Swimming Pool Foundation® Authorized Instructor, Test Scores 94.28 Technical/95.00 Methodology: October 10, 2018
- ◆ National Swimming Pool Foundation®, Certified Pool/Spa Operator® (CPO): Earned in Conjunction with National Swimming Pool Foundation® Authorized Instructor: October 10, 2018
- ◆ National Swimming Pool Foundation®, Certified Pool-Spa Inspector: February 19, 2018
- ◆ The Association of Pool & Spa Professionals, Certified Building Professional®/CBP®: January 10, 2018
- ◆ National Swimming Pool Foundation®, Certified Pool/Spa Operator® (CPO), Test Score 98: March 24, 2017
- ◆ The Association of Pool & Spa Professionals, Certified Service Professional®/CSP®: December 14, 2016
- ◆ The Association of Pool & Spa Professionals, Certified Building Professional®/CBP®, Test Score 86: January 29, 2014
- ◆ The Association of Pool & Spa Professionals, Energy Efficiency Course/ EEC: Las Vegas: November 11, 2013
- ◆ The Association of Pool & Spa Professionals, Certified Service Professional®/CSP®, Test Score 82: February 13, 2013
- ◆ National Swimming Pool Foundation®, Certified Pool/Spa Operator® (CPO), Test Score 98: February 16, 2012
- ◆ National Swimming Pool Foundation®, Certified Pool/Spa Operator® (CPO), Test Score 97: December 14, 2006
- ◆ The 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

### **2018**

- ◆ National Swimming Pool Foundation, Pool Operator Primer™, Online: August 23, 9.50 CEU
- ◆ NESPA/APSP Atlantic City Pool & Spa Show, Atlantic City, NJ: January 23-25
  - Managing the Multi-Generational Workforce, 3.25 CEU
  - Leak Detection: Expert Panel Tips, Techniques and Troubleshooting, 3.25 CEU
  - Creating the 'Absolute Customer Experience' That Gets your Customer Talking, 3.75 CEU

## **2017**

- ◆ NESPA/APSP the Pool & Spa Show, Atlantic City, NJ: January 23-26
  - The Design Process from Simple to Simply Amazing, 1.5 CEU
  - The Practical Application of UV/Ozone Systems for Residential Pools, 1.5 CEU
  - Leak Detection Techniques and Tips, 3.25 CEU
  - Engaged employees Create Successful Organizations, 3.25 CEU
- ◆ King Technology, Inc. @ease® Dealer Training: April 7, 2017.

## **2016**

- ◆ Accu-Care Swimming Pool Supplies, Open House Seminars: March 9
  - Blue Torrent Pool Products
  - Trevi/Cornelius Above Ground Pools
  - Megna Inground Pools, Custom Pool Kits
  - Aqua Products, Robotic Pool Cleaners
  - Energy Star, 2016 Pool Pump Rebate Program
  - Nirvana Heat Pumps & Glass Fiber Media

## **2015**

- ◆ The Target Group Nirvana Sales & Service Training, Pool & Patio Center, Coventry, RI: March 26
- ◆ NESPA/APSP Atlantic City Pool & Spa Show, Atlantic City, NJ: January 26-29
  - Running Your Business by the Numbers – Improve Your Bottom Line, 3.25 CEU
  - Landscaping and Swimming Pools: Winning Partners, 1.5 CEU
  - The Four P's: Patio Covers, Pergolas, Pavilions and Petscaping, 1.5 CEU
  - Pool Inspections: Do It Right the First Time, 3.25 CEU
- ◆ APSP, Omni Logic by Hayward, Baystate Pool Supplies, Uncasville, CT: February 10, 2.0 CEH

## **2014**

- ◆ Baystate 15<sup>th</sup> Annual Northeast Opportunity Day, Clean Light Technology - Ultraviolet Water Treatment, Uncasville, CT: February 10-11

## **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 International Pool/Spa/Patio Expo, Mandalay Bay, Las Vegas, Nevada: November 12-14
  - Energy Efficiency Course
- ◆ Baystate 14<sup>th</sup> Annual Northeast Opportunity Day, Uncasville, CT: February 11 & 12
  - Pentair Automation
  - 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 24-25
- ◆ 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

## **2009**

- ◆ NESPA/APSP Pool & Spa Show, Atlantic City, NJ: January 26-29

- 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, NJ 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, 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