

Winner of Course Giveaway Earns CIP Level 2 Certification and Selling Power

By Jessica Baris, NACE International Content Specialist

In Anchorage, Alaska, Danny Crow was feeling lucky as he sat down in class ready to begin the NACE Coating Inspector Program (CIP) Level 2 course. He won a free seat in the course after submitting an entry into the *InspectThis!* CIP course giveaway drawing. Each issue a winner is drawn and awarded free

attendance to a CIP course, courtesy of NACE International.

"When I learned I won, my first reaction was, yes! I always read *InspectThis!*," says Crow. "I thought, most people don't think they'll win, so I submitted it."

Crow, a project manager for A to Z Construction in Eagle River, Alaska, says



NACE Coating Inspector Danny Crow entered and won last issue's drawing for a free CIP course.

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he had set aside a budget to attend the CIP Level 2 course for next year. But winning it was better, and the prize came at the perfect time too.

"It looks like I have a project coming up later this year. The client was really wanting a CIP Level 2. This became a win-win for me and my client."

Before passing the course and earning his CIP Level 2 certification, Crow was certified to CIP Level 1 and CIP Level 1 with Bridge Specialty. "I know my steel, I know my concrete and my normal coatings. But the new information we were exposed to in Level 2 was great education."

Crow says that having the certification adds value to his business. "NACE CIP Level 2 certification gives me more selling power. Getting NACE certification shows that we have integrity as a contractor. We're not scared to have a standard. It shows that we're serious about what we do."

Another result of Crow's attendance was the valuable networking contacts he made with others taking the course. "I sat next to a guy with 40 years in the industry. He's coated some of the great bridges of the world. I got his number. If I need to contain a bridge, he's my man."

To enter the drawing to win a free CIP course, simply send an e-mail message to inspectthis@nace.org and mention that you saw this article. To be eligible, you must have completed CIP Level 1 and your certification must be active. The free CIP course (Level 2 or Level 3—Peer Review) must be taken within one year of winning the drawing. !