



THE BLUE COLLAR
VIRTUAL TRADE SCHOOL

5 SKILLED TRADES THAT GUARANTEE YOU A JOB

PLUS You can earn big bucks
without spending a ton on a
4-year degree.

LET'S SET THE RECORD STRAIGHT— A 4-YEAR DEGREE IS NOT THE ONLY WAY TO GET AHEAD IN LIFE. <

While a Bachelor's degree can be one avenue to success, it certainly isn't the only one.



40%

of students who begin four-year college programs don't complete them.



37%

of college graduates are currently doing work for which only a high school degree is required.

THE OUTCOME OF THE “COLLEGE FOR EVERYONE MENTALITY”?

A lot of wasted time, wasted money, and stressful (may we say, crushing) student loan debt.

We have a **major shortage** of talent in the skilled trades sector. The problem is growing globally, the world is in desperate need of more skilled trades workers.



There are more skilled trades jobs open than there are people to fill them. <



Baby boomers are continuing to retire and many high schoolers are still lining up to get a 4-year degree. Despite the growing concern over national education debt (see the stats on the last page). Over the years, fewer people have been going into the skilled trades sector which has caused a major skills gap. *What does this mean for current skilled trades workers?*

People with technical educations, are in better shape to land a job in their chosen field faster, and with a heck of a lot less debt than their 4-year college-educated counterparts.





#1

HVAC/R TECHNICIAN



#1 - HVAC/R Technician

Heating, Ventilation, Air Conditioning and Refrigeration



HVACR Techs are multi-talented folks, often becoming well versed on everything related to heating, ventilation, cooling, and refrigeration systems. These systems are incredibly essential to our everyday lives, as they control the temperature and air quality in every type of major building known to man (think of all the homes, schools, hospitals, offices, and factories in the world).





HVAC/R TECHNICIAN <

TYPICAL RESPONSIBILITIES:

- Install, clean, and maintain HVAC/R systems
- Install electrical components and wiring
- Inspect & test HVAC/R systems & components
- Discuss system malfunctions with customers
- Repair or replace worn or defective parts





WHY TECHNICIANS ARE IN DEMAND:

The global shift towards Eco-friendly living means there is a growing demand for energy efficiency and pollution reduction within HVACR systems. Since repair and replacement of systems is the bulk of the job, HVAC techs can expect to see a lot of work opportunity related to retrofitting, upgrading, or replacing climate-control systems.



SALARY AND CAREER OUTLOOK:

The average HVAC/R Technician salary in the USA is \$52,650/yr (\$27/hr). Entry level positions start at \$29,250/yr, while experienced workers can make up to \$89,505/yr. Because HVAC/R is such a diverse trade, career advancement is virtually limitless. *There are ways to get ongoing training, making it possible to increase earning potential in a short amount of time.*

And for those of you who are really ambitious, it's certainly not out of reach to start your own HVAC company—and that my friends, is where the real big bucks can be.

\$29,250

STARTING
SALARY



\$52,650

AVERAGE
SALARY



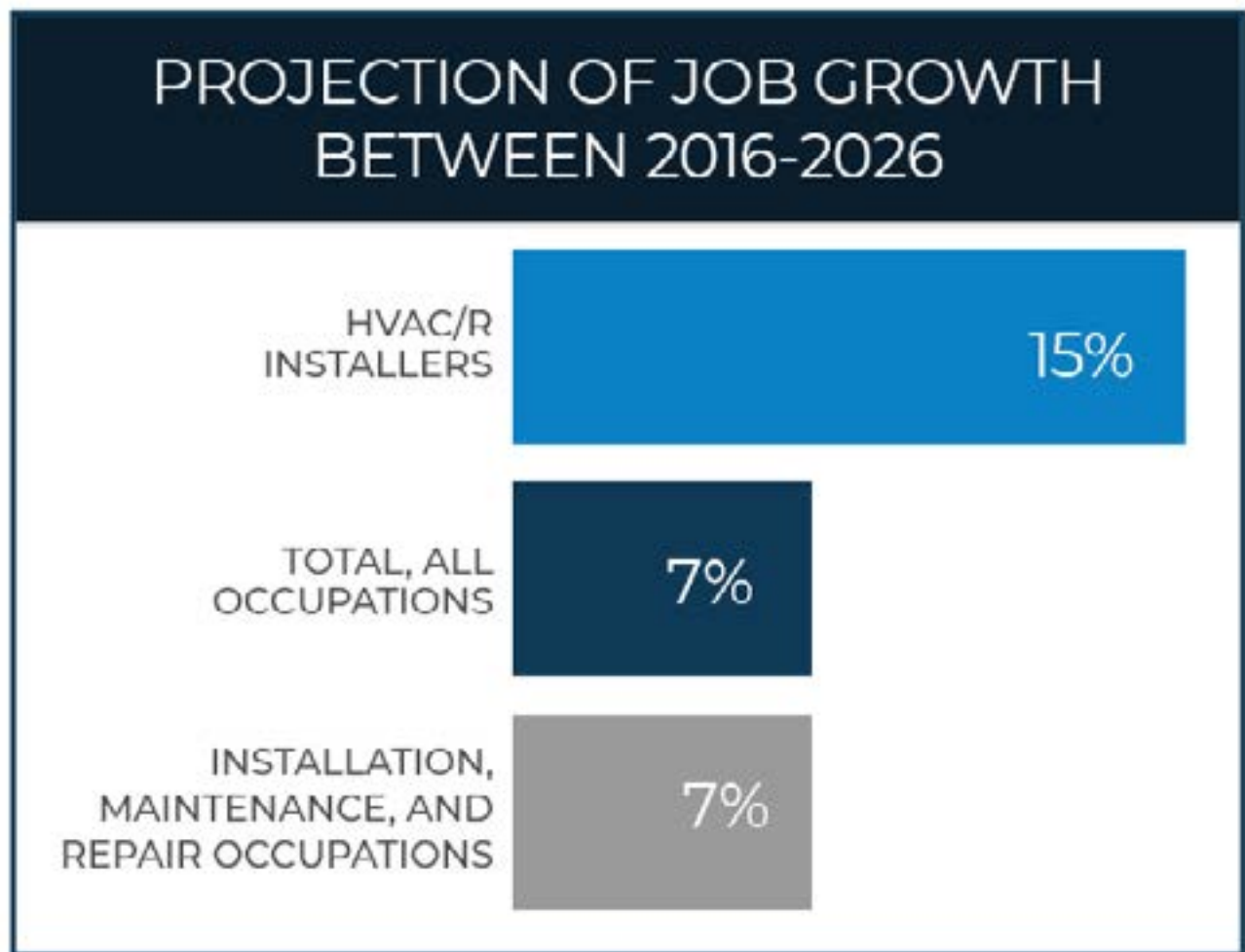
\$89,905

TOP RANGE
SALARY



CAREER GROWTH FOR HVAC/R

According to the 2017 U.S. Bureau of Labor Statistics, employment is expected to grow 15% from 2016 to 2026—that's more than double the average rate of growth for all occupations.



Source: U.S. Bureau of Labor Statistics



#2

SOLAR PHOTOVOLTAIC INSTALLER

#2 - Solar Photovoltaic (PV) Installers

**If you're afraid of heights, this might not be up your alley.*



These are the folks responsible for the assembly, installation, and maintenance of solar panel systems on rooftops and other structures. Solar panels convert sunlight to electricity, and the installers are the ones to bravely put these systems in place. Job tasks vary depending on experience level.



SOLAR PV INSTALLER <

TYPICAL RESPONSIBILITIES:

- Plan PV system configurations based on customer needs and site conditions
- Measure, cut, and assemble the support structure for solar PV panels
- Install solar modules, panels, and support structures in accordance with building codes and standards
- Connect PV panels to the electrical system
- Apply weather sealant to equipment being installed
- Activate and test PV systems
- Perform routine PV system maintenance





WHY INSTALLERS ARE IN DEMAND:

A solar panel installer is the fastest-growing job in eight different states across the US, including California, Hawaii, New Mexico, Florida, North Carolina, Missouri, Minnesota, and New Jersey.



SALARY AND CAREER OUTLOOK:

The average PV Installer salary in the USA is \$36,075/yr (\$18.50/hr). Entry level positions start at \$30,225/yr, while more experienced workers can make up to \$61,328/yr.

\$30,225
STARTING
SALARY



\$36,075
AVERAGE
SALARY



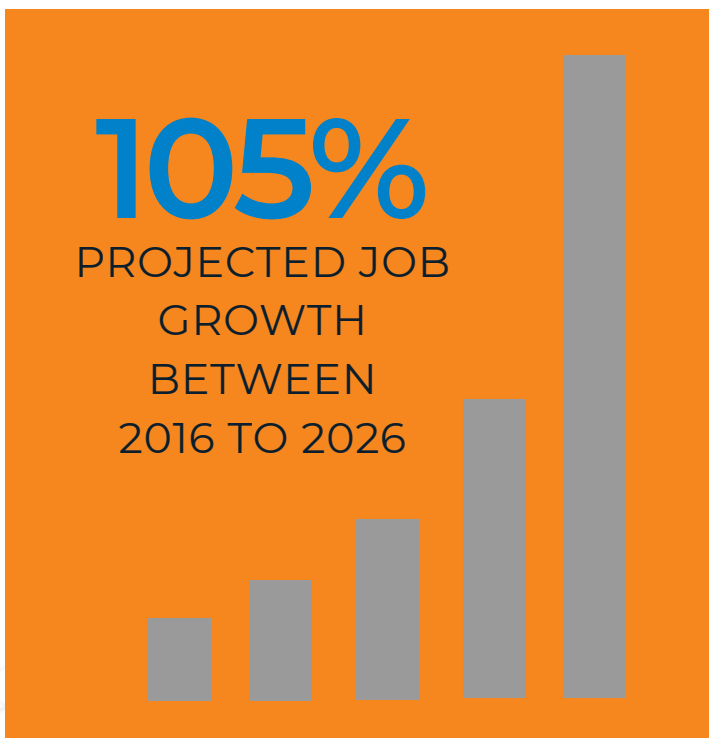
\$61,328
TOP RANGE
SALARY



CAREER GROWTH FOR SOLAR

The overwhelming interest of solar panel installation is expected to create a lot of new jobs. Why so much demand you ask? “The cost to install solar has dropped by more than 70% since 2010, leading the industry to expand into new markets and deploy thousands of systems nationwide.” As the cost of PV panels and shingles drop, more homes and buildings are gonna want to jump on the solar bandwagon—and that means a ton more rooftop warriors are needed to install them.

**COST HAS
DROPPED
70%
SINCE 2010**
INCREASING
DEMAND



According to the U.S. Bureau of Labor Statistics from 2017, employment of PV installers is projected to grow a whopping 105% from 2016 to 2026, much faster than the average for all occupations.





#3

ELECTRICIAN

#3 - Electrician



Electricians install, maintain, and repair electrical power, communications, lighting, and control systems in homes, businesses, and factories. They're the real superheroes behind making people's lives and jobs easier and more comfortable. In fact, Master Electricians train almost as long as doctors do.

This career involves highly hazardous electrical work, and there is no room for error. Master Electricians train for many years in the classroom, have intense hands-on experience, and must complete an apprenticeship program to become licensed. On top of that, they need to work in the field for 3 years before they can apply to be a Master.

ELECTRICIAN <

TYPICAL RESPONSIBILITIES:

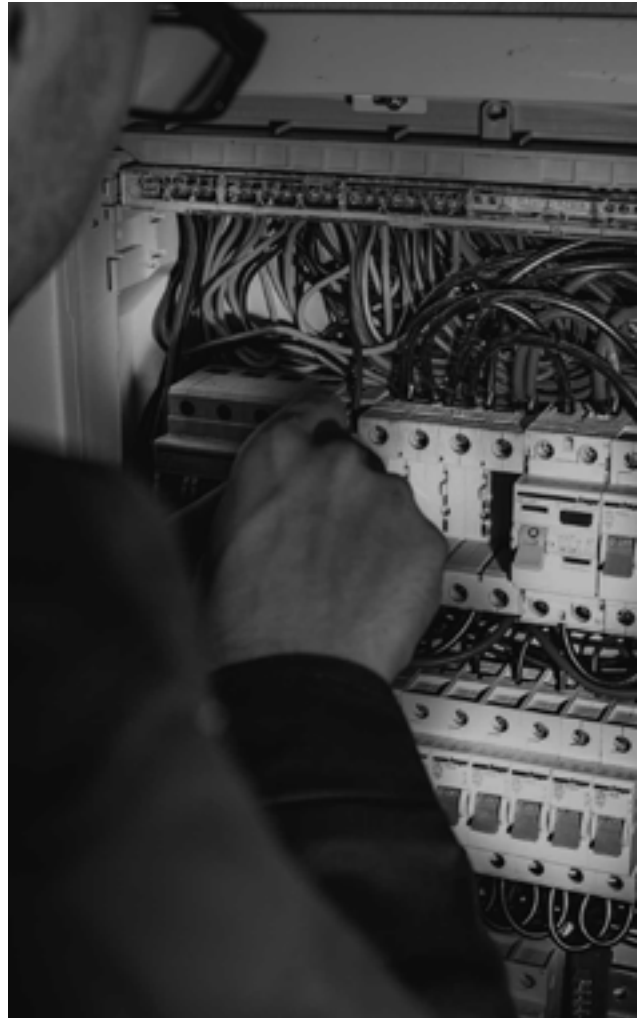
- Read blueprints or technical diagrams
- Install and maintain wiring, control, and lighting systems
- Inspect electrical components, such as transformers and circuit breakers
- Identify electrical problems using a variety of testing devices
- Repair or replace wiring, equipment, or fixtures using hand tools and power tools
- Follow state and local building regulations based on the National Electrical Code
- Direct and train workers to install, maintain, or repair electrical wiring or equipment



ELECTRICIAN

WHY ELECTRICIANS ARE IN DEMAND:

It's 2019 everyone—almost every building in the U.S. uses some form of electrical power. And with the construction industry exploding, the need for electricians is only going to intensify. New and old buildings are switching to alternative power generation, like solar and wind, beckoning even more electricians for installation.



SALARY AND CAREER OUTLOOK:

The average Electrician salary in the USA is \$50,000/yr (\$25.64/hr). Entry level positions start at \$29,250/yr, while experienced workers can make up to \$84,999/yr.

\$29,250

STARTING
SALARY



\$50,000

AVERAGE
SALARY



\$84,999

TOP RANGE
SALARY



CAREER GROWTH FOR ELECTRICIANS

According to the U.S. Bureau of Labor Statistics, employment of electricians is projected to grow 9% from 2016 to 2026, about as fast as the average for all occupations.



COOL FACT <

To be an electrician, color vision is essential. Telling the difference between multiple types of wiring requires the use of a color-coded system, and without color vision, a person working with electrical wiring could make a fatal mistake.



#4

PLUMBER

#4 - Plumber



A plumber installs and repairs pipes that supply water and gas to, as well as carry waste away from, homes and businesses. They install plumbing fixtures, such as bathtubs, sinks, and toilets, and appliances, including dishwashers and washing machines. Even Mario and Luigi knew this trade was worth getting into.

PLUMBER <

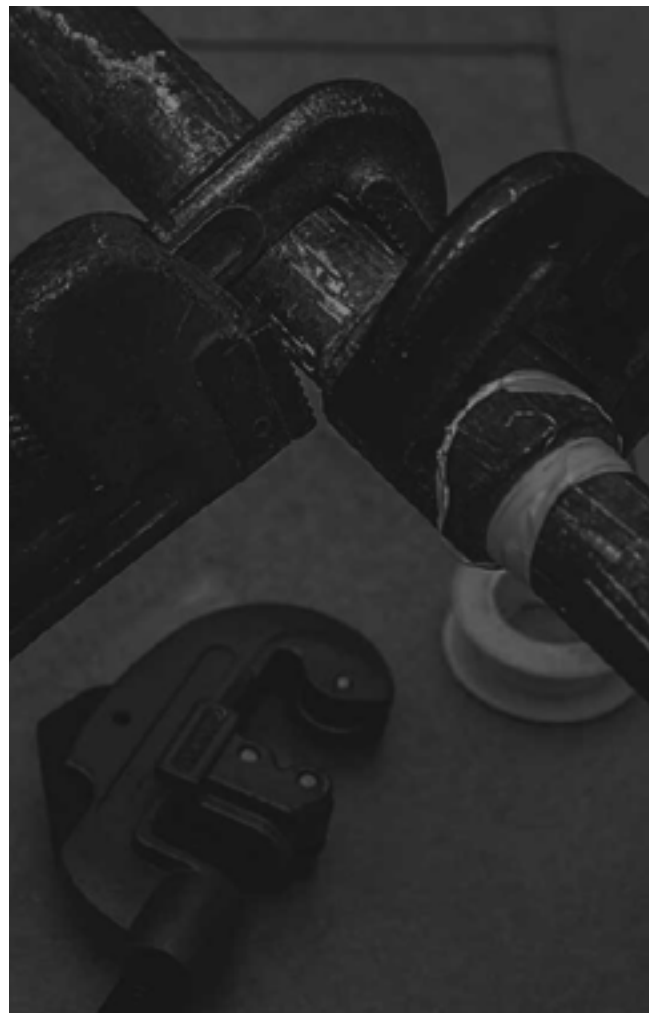
TYPICAL RESPONSIBILITIES:

- Maintains and repairs general plumbing components to include toilets, urinals, faucets, hose bibs, and drains.
- Installs, repairs, or replaces domestic hot and cold water lines.
- Repairs and replaces steam to hot water exchangers for major building heating systems and pools.
- Repairs and replaces pneumatic steam valves, radiator valves, traps, and steam and condensate pipes.
- Repairs and replaces domestic hot water heat pumps, chilled water pumps, sump pumps, and sewage pumps.
- Installs, tests, and repairs all sizes of back flow prevention devices.
- Leads troubleshooting efforts and repairs steam, water, and gas distribution systems.
- Ensures proper care in the use and maintenance of equipment and supplies; promotes continuous improvement of workplace safety and environmental practices.
- Researches catalogs and vendor services for complex and/or customized system retrofits.
- Interprets and applies mechanical and structural blueprints to plan plumbing repairs and modifications.



WHY PLUMBERS ARE IN DEMAND:

Remember how construction is booming? Well, demand for plumbers will most certainly go hand-in-hand with this new construction. Not to mention, new standards for water efficiency are being implemented in cities across the country. This is creating new jobs and securing the need to update, maintain, and repair plumbing systems already in existing residences and other buildings.



SALARY AND CAREER OUTLOOK:

Plumbing is one of the fastest growing jobs in the country. The average Plumber salary in USA is \$50,700/yr (\$26/hr). Entry level positions may start at \$29,250 per year, while experienced workers can earn up to \$86,190/yr.

\$29,250

STARTING
SALARY



\$50,700

AVERAGE
SALARY



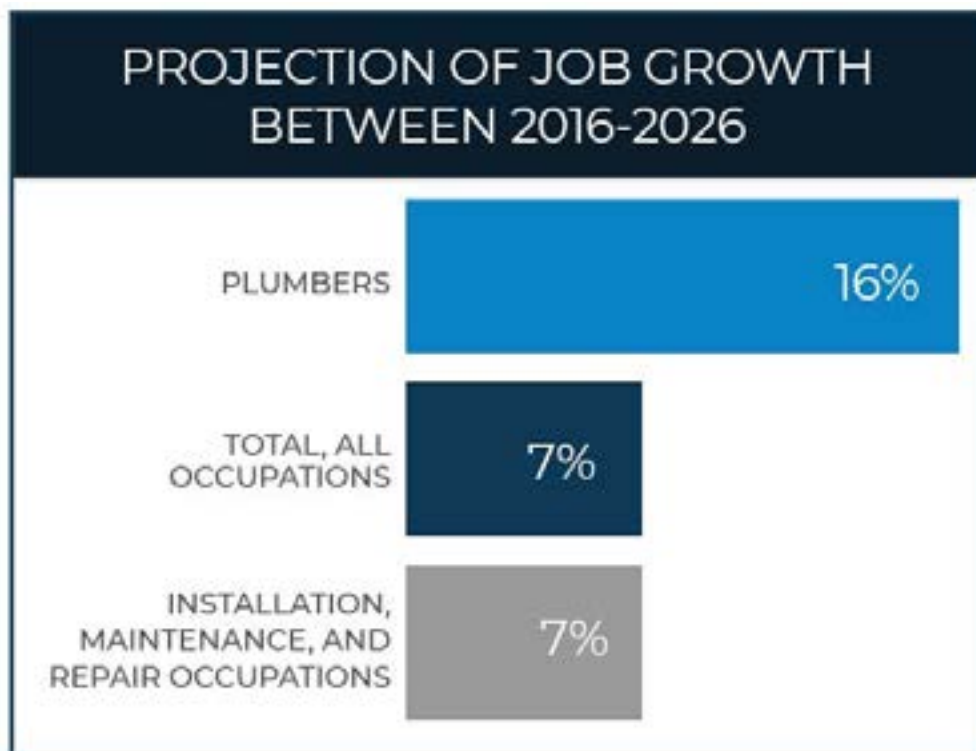
\$86,190

TOP RANGE
SALARY



CAREER GROWTH FOR PLUMBERS

According to the U.S. Bureau of Labor Statistics from 2017, employment of plumbers, pipe fitters, and steamfitters is projected to grow a lot – 16% from 2016 to 2026, much faster than the average for all occupations.



Source: U.S. Bureau of Labor Statistics

COOL FACT <

The Romans were the first to use a heating system. This heating system was called a “hypocaust”. It sent heat through the floors and walls of the homes of rich Romans.



#5

WELDER

#5 - Welder



Welders study blueprints and calculate dimensions, and then use this information to join metal parts together. They often work in manufacturing, but can help to build everything from ships, cars, planes, parts of buildings and other structures. They also fill holes, indentations, or seams in metal products. Wanna know something really cool about welding? It's literally done everywhere. From the bottom of the ocean, all the way to outer space, and everywhere in between! As a welder, there is no doubt that you will have the opportunity to travel, and earn your title as a true "road warrior."

WELDER <

TYPICAL RESPONSIBILITIES:

- Study blueprints, sketches, or specifications
- Calculate the dimensions of parts to be welded
- Inspect structures or materials to be welded
- Ignite torches or start power supplies
- Monitor the welding process to avoid overheating
- Maintain equipment and machinery





WHY WELDERS ARE IN DEMAND:

Welding is the ultimate Green Collar Career Choice. The growing need for alternative energy sources only makes welders more in demand. Everything requires metal to be built, and the safest bet as far as trades jobs go, is welding, because no matter what technology is developed, or how policy changes, welding will be needed to make whatever is dreamed up a reality.



SALARY AND CAREER OUTLOOK:

The average Welder salary in USA is \$35,055/yr (\$17.98/hr). Entry level positions start at \$23,400/yr, while most experienced workers can make up to \$59,594/yr.

\$23,400

STARTING
SALARY



\$35,055

AVERAGE
SALARY

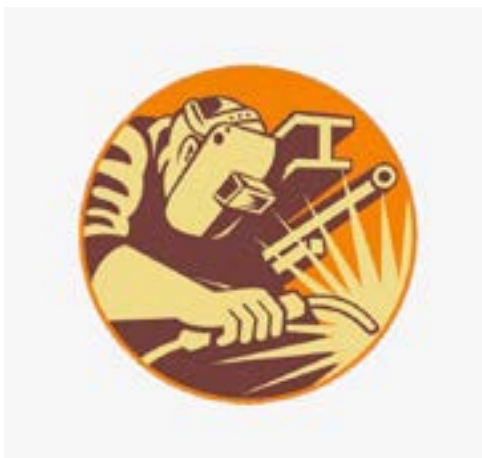
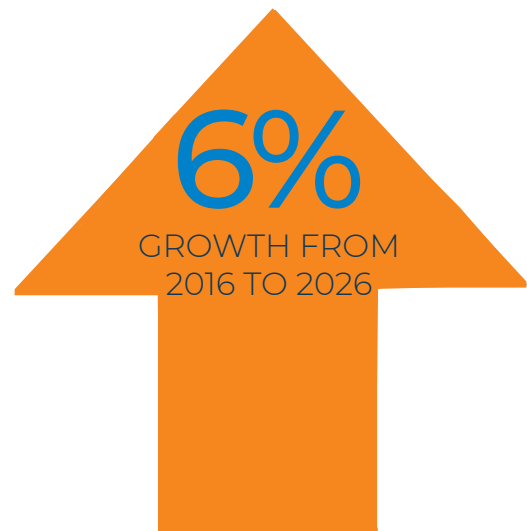


\$59,594

TOP RANGE
SALARY

CAREER GROWTH FOR WELDERS

According to the U.S. Bureau of Labor Statistics from 2017, employment of welders, cutters, solderers, and brazers is projected to grow 6% from 2016 to 2026, about as fast as the average for all occupations.



COOL FACTS

- More than 50% of U.S. products require welding
- In 1969, welding was first attempted in space.
- It takes roughly 950 man-hours on welding and fabrication before a Nascar car hits the track.



HOW TO GET THERE

EDUCATIONAL PATHS

WHAT EDUCATIONAL ROUTE SHOULD YOU TAKE TO GET A GOOD SKILLED TRADES JOB?

You have options. Here a few ways you could decide to get the education needed to grow in a lucrative skilled trades career. The following are just a few options, we certainly don't think we have all the answers. But we do know we can help. Remember that each path will have pros and cons.

Questions you should ask yourself as you decide which path is right for you:

1. How much time do I want to sit in a traditional classroom setting?
2. How much educational debt am I ready to take on?
3. Do I feel confident that I can build connections in my industry to find an employer?
4. Am I ready to take the initiative to learn on my own?

> There is no “one size fits all” solution when it comes to your career and education. Make the decision that best fits your life.

EDUCATIONAL PATHS

PATH 1 < **HIGH SCHOOL DIPLOMA** + **THE BLUE COLLAR RECRUITER ONLINE TECHNICAL COURSES**

The Blue Collar Recruiter introduces the world's first, online, on-demand skilled trades course catalog. Using 3D simulations and video courses you can gain specialized knowledge to jumpstart your career. If you are technically inclined and motivated this could be the route for you.



High School Diploma



Gain basic foundational knowledge to prepare you for life and your career.



The Blue Collar Recruiter Online Technical Courses



Expand your technical knowledge to prepare for your trade. Focusing on your specialty allows you to make the best use of your time while also being more affordable than extended schooling.



Entry-Level Position



With your foundational and specialized education combined, you can start an entry-level skilled trades position where you will continue to learn on-the-job.

PROS: Less expensive overall, can start in the field quicker

CONS: Need to be highly motivated to self study and connect with potential employers



PATH 2 <

A technical college degree may be the right choice for some. Consider layering in The Blue Collar Recruiter's technical courses to gain more field-like experience and get better faster.

HIGH SCHOOL DIPLOMA + TECHNICAL COLLEGE DEGREE + THE BLUE COLLAR RECRUITER ONLINE TECHNICAL COURSES



High School Diploma



Gain basic foundational knowledge to prepare you for life and your career.



2-Year Technical College Degree



Classroom training combined with hands-on training for your specified trade. Best suited for those who enjoy classroom learning.



Entry-Level Position



With your foundational and specialized education, you can start an entry-level skilled trades position where you will continue to learn on-the-job.



The Blue Collar Recruiter Online Technical Courses



Get better faster in your position and move up the career ladder more quickly as you hone your skills using field-like 3D simulations.

PROS: Working in-person with a teacher over an extended period of time.

CONS: College degrees can be expensive and time consuming. You may not be able to work while completing your degree.

THE WORLD'S FIRST ONLINE, ON-DEMAND SKILLED TRADES TRAINING CATALOG FEATURING VR AND 3D SIMULATIONS.

› The Blue Collar Recruiter creates field-like, on-demand, VR-enabled learning for skilled trades. Faster than traditional learning. More diverse than on-the-job. Train whenever, wherever you are, on your timetable, on a desktop, tablet or with a VR headset, and practice as many times as you want, all through The Blue Collar Recruiter's first-of-its-kind, on-demand training catalog.

Our skilled trades course catalog will continue to grow. Visit, skilledtrades.interplaylearning.com to learn more.

BLUE COLLAR RECRUITER MAKES GAINING EXPERIENCE LESS WORK

LEARN



Choose from dozens of interactive video courses led by industry experts, covering everything from applied science foundations to complex troubleshooting for AC's, furnaces, residential solar, etc.

PRACTICE



Add new skills to your toolbox with cutting-edge 3D simulations and VR-enabled troubleshooting scenarios. Access sims via desktop, laptop or VR-headset.

REPEAT



Build proficiency and muscle memory. Raise your skill level faster than your peers.

ADVANCE



Right now, you're answering to the boss, with enough training, you can be the boss.



THE BLUE COLLAR
VIRTUAL TRADE SCHOOL

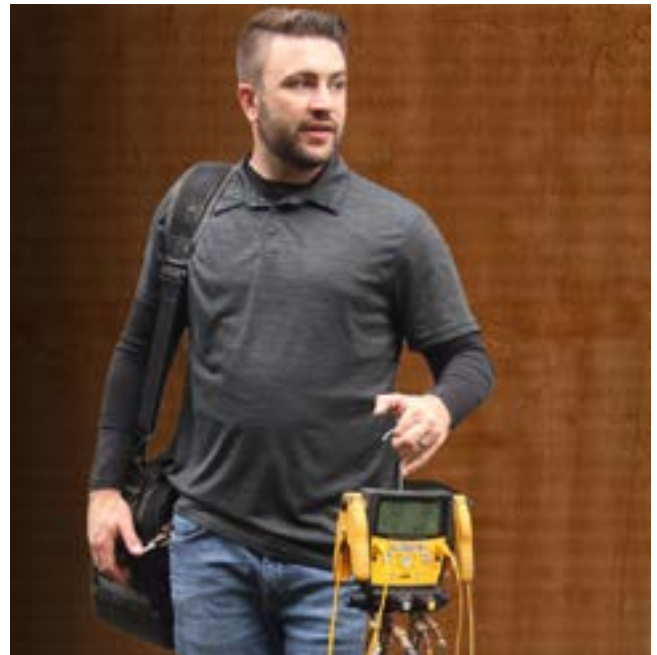


THE BLUE COLLAR
VIRTUAL TRADE SCHOOL

EXPERIENCE THE FUTURE OF SKILLED TRADES TRAINING.

We know that skilled trades work makes the world go around, so we believe that when the trades train better, the world works better.

SIGN UP FOR
FREE TRIAL



➤ Looking for team training?

Email: troy@thebluecollarrecruiter.com.

THEBLUECOLLARRECRUITER.COM