

## **Work that Touches the Heart** **Becoming a CPR, AED, and First Aid Instructor**



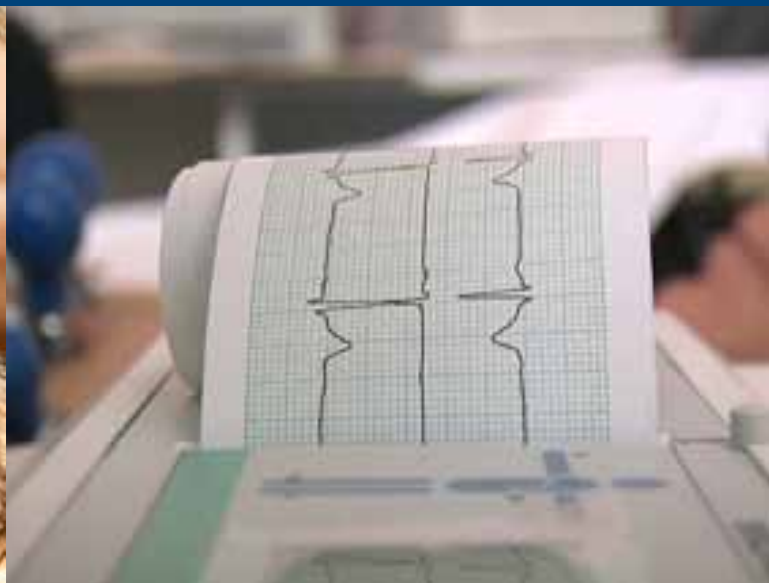
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*We Make Protecting and Saving Lives Easy™*

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*Tammy is an American Safety & Health Institute (ASHI) instructor with Cardiac Resources of Tulsa, Oklahoma. Her life changed forever on October 23, 2007, the day she suffered a Sudden Cardiac Arrest (SCA).*

*Tammy finished up a typical workday at St. Francis Hospital in Tulsa and drove her daughters to soccer practice. As her girls left the minivan and ran off toward the field, Tammy was on her phone with her husband Tim. Suddenly, Tammy dropped the phone and became unresponsive.*

*Her foot was on the gas pedal revving the engine, which caught the attention of several bystanders. At first, nobody came forward to open her vehicle door and check on her; fortunately, a physician pulled into the parking lot. Someone recognized him and flagged him down.*

*The doctor assessed Tammy and immediately began CPR until the paramedics arrived. She was defibrillated four times before she had a return of spontaneous circulation.*

*Tammy credits effective bystander CPR and excellent medical care from the ambulance paramedics and first responders for saving her life that day. Today, she is a dedicated ASHI CPR instructor and the Sudden Cardiac Arrest Association Tulsa chapter leader. Tammy is a frequent speaker at public and private events and has been seen on television advocating the importance of CPR.*

With more than 40,000 active instructors teaching our ASHI and MEDIC First Aid® emergency care programs, we know there are thousands of unique stories out there about why someone would choose a career in emergency care training.

Including yours.



*“Some of the best things about teaching are those ‘aha’ moments that inevitably happen during class. When something really clicks for the student or a group and you can see it all over their faces.”*

*Corey Abraham, Director of Sales, HSI*

## **So You Want to Teach CPR?**

You’ve come to the right place. ASHI and MEDIC First Aid training centers provide flexible, innovative CPR, automated external defibrillator (AED), and first aid training programs for businesses and communities, backed by the industry’s best technical support, customer service, and instructional resources.

We’ll help you establish your own training center and provide you with the tools you need to manage and build your business. Or you can affiliate with an existing training center in your area.

## **What do ASHI and MEDIC First Aid Instructors Do?**

Our training centers and authorized instructors provide emergency care certification using our programs and administering their classes through our Web-based learning management system.



To quote our *Training Center Administrative Manual (TCAM)*, the guidebook that governs our training centers and instructors, *“Authorization grants permission to teach an ASHI or MEDIC First Aid training program and to issue ASHI or MEDIC First Aid certification cards to persons who successfully complete the course.”*

If you're ready to become a CPR, AED, and first aid instructor, we have everything you need:

- Easy-to-teach programs that focus on hands-on practice
- Easy training administration
- All programs are based on the latest science and guidelines
- Traditional classroom or blended learning\* options

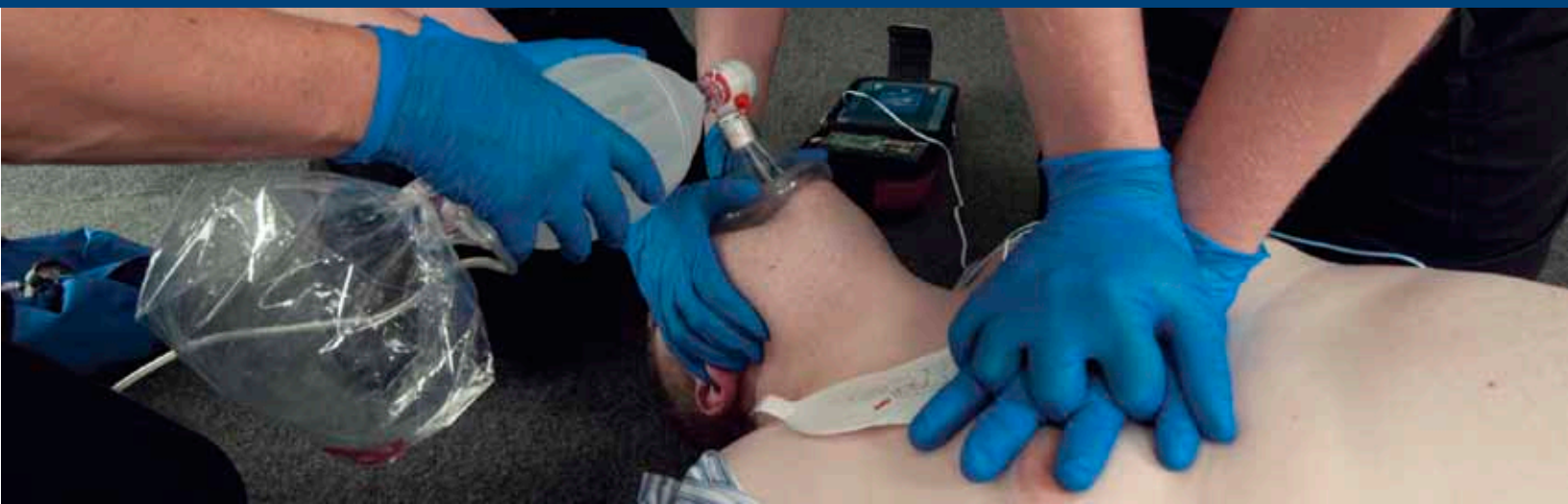
\*Blended learning combines online course content with in-class, hands-on skills practice and evaluation. HSI does not offer or endorse “online-only” first aid or CPR training. Certification requires evaluation and verification of a participant’s hands-on skill.



*“What I enjoy about teaching is helping someone overcome a problem with learning a concept or a skill either by explaining a topic in a different way or offering tips on skill techniques that I have picked up over the years.*

*The biggest reward has been when students let me know that, after completing training, they saved someone’s life with the skills that they learned.  
Gives you goose bumps!”*

*Ted Crites, Director of Production, HSI*



## Already a Current CPR, AED, and First Aid Instructor?

You can teach either ASHI or MEDIC First Aid programs by using your current credentials and experience through our reciprocity option.

To make the switch, just complete the online training center and instructor applications available on our website at [www.hsi.com/become-an-instructor](http://www.hsi.com/become-an-instructor).



*“A patron [at a CPR demo] told me that she recently saved her husband with abdominal thrusts. She said she was shocked she actually remembered what to do because it had been over 20 years since she had taken a CPR class. The more we talked, she realized that I was her CPR instructor! All we could do was cry and give each other a big hug. She thanked me for saving her husband. I told her no, SHE saved her husband because she did what she was trained to do. Amazing!”*

Liz Vidad, ASHI Instructor,  
A.I.M. High Training Center

## Not a CPR, AED, and First Aid Instructor Yet?

If you're new to emergency care training, you can become an authorized instructor by attending and successfully completing your Instructor Development Course (IDC) with either ASHI or MEDIC First Aid:

1. Use our website [www.hsi.com](http://www.hsi.com) to locate an existing training center in your area to find an IDC class.
2. After you complete class, simply fill out the online ASHI or MEDIC First Aid training center applications.

So what does it take to be a proficient emergency care instructor? According to our TCAM:

*"On average it takes a new instructor at least 8 classes of 6 students to become proficient. A proficient instructor is capable of certifying about 150 acceptably competent students per month."*



*"So many of us have personal or professional stories to tell about why we teach CPR and first aid but I believe the underlying reason is that we are caring people and we want to do everything we possibly can to save a life... Most of us don't want or need the recognition for ourselves but we do know that if we can teach someone else to try to save a life, we have done a GOOD thing."*

Sheila Evans, ASHI, Emergency Instruction Institute 3



*“The work emergency care instructors do is so very important and there is a tremendous responsibility that we accept each time we step in front of another group of students. I consider myself very fortunate to have hopefully positively impacted the lives of so many others through the training I have conducted.”*

*Jeff Myers, Senior Vice President of Operations, HSI*



### Some of the characteristics of a good instructor:

1. Has good people skills
2. Manages time effectively
3. Objectively evaluates students
4. Understands adult learning styles
5. Can teach with or without audiovisual presentations
6. Is motivated, well-prepared, self-confident, and patient
7. Can effectively use problem-solving scenarios as teaching tools

If you are interested in teaching advanced courses to professional responders to help them meet their continuing education requirements, the TCAM advises:

*“To help motivate the learner and establish credibility, training of healthcare professionals and professional rescuers with a duty to respond should be conducted by instructors with experience in the learners’ occupation.”*



## Starting Your Own Business

We specialize in helping emergency care instructors build their own businesses to bring CPR, AED, and first aid classes to their communities. All backed with our outstanding customer service.

In addition to your ASHI or MEDIC First Aid programs and course materials, you'll also receive Otis™, our Online Training & Information System. This advanced business development and management toolbox is designed to handle administration and paperwork, so you can focus on teaching classes and building your business.

- Want videos and ready-made content to market your classes? Check.
- How about a customized website? Got it.
- Add some PayPal integration, and the convenience and efficiency of digital certification cards? Done.

How big your business becomes is your call. You can earn some extra money part-time or establish a full-time career. Just as an example, if you:

- teach CPR part-time (one or two classes a week),
- your average class costs \$60 and has 10 students, for \$600 per class.
- Now subtract \$100 for class materials and you've got \$500, so
- teach (one or two) classes a week for 40 weeks every year and you're looking at \$20,000 - \$40,000 (approximate dollar figure) in extra income every year.

*“What inspires me in the classroom is that with each class I teach and have taught over the years, I get a good feeling that the skills I teach could one day save a life or revive an unresponsive person back to life. The more classes I conduct, the more MEDIC First Aid caregivers are out there.”*

**Bob Andrews, MEDIC First Aid Instructor,  
Robert S. Andrews Training Center**



## Joining an Established Training Center

If you're interested in being part of an existing team of instructors, you may want to join an established ASHI or MEDIC First Aid training center. Use our training center directory at [www.hsi.com](http://www.hsi.com) to find a TC near you.

You must be affiliated with a TC or operate your own TC to be an authorized ASHI or MEDIC First Aid instructor.

## Starting Your Own Corporate Training Center

If you are a corporate training officer or HR team member responsible for employee safety and health training, you can bring ASHI and MEDIC First Aid training in-house by becoming your own training center. Our corporate customers include some of the biggest names in utilities, transportation, law enforcement, and other major industries and public sectors.

We understand that emergency care training isn't all you do at your job—let us help you lower your administrative burden with our easy-to-manage, easy-to-teach programs.

## Why It Matters



Thanks for considering becoming an emergency care instructor. We hope you will join us in bringing the simple, yet lifesaving skills of CPR, AED use, and first aid to our communities and workplaces.

After all, who doesn't love a story with happy ending?

*Questions about ASHI and MEDIC First Aid? We can help. 800.447.3177.  
[www.hsi.com/become-an-instructor](http://www.hsi.com/become-an-instructor)*