

2025

National Wood Flooring Association

# EDUCATION & TRAINING PROGRAMS

nwfa

NWFA.ORG

# NWFA 2025 EDUCATION & TRAINING PROGRAMS

In a competitive marketplace, it is important to differentiate yourself from your competition. Education is one way to accomplish this, but when business is good, it's hard to find the time, and when business is not good, it's hard to justify the expense. Successful businesses know, however, that investing in yourself, and your business, can yield big results.

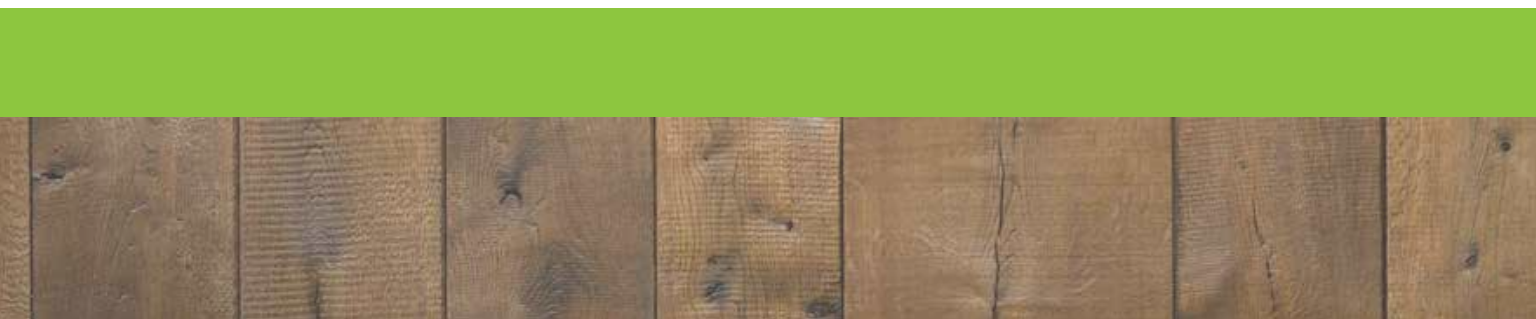
NWFA offers a variety of programs to meet the education and training needs of the entire wood flooring supply chain - contractors, distributors, retailers, importer/exporters, manufacturers, inspectors, and more. Take a look to see how NWFA education and training programs can help grow your industry knowledge, your hands-on skills, your professional network, and your bottom line.

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NWFA  
FAMILY  
OF PROGRAMS



## SCHOLARSHIPS

The NWFA Education & Research Foundation offers scholarships for NWFA hands-on courses. One scholarship, up to \$500, will be awarded per training event. Applications must be completed in advance, with priority given to NWFA members. Scholarships are limited to one per company, per year. Sign up by visiting [nwfa.org/scholarships](http://nwfa.org/scholarships).



## COURSES

### BASIC INSTALLATION



A 2-day in-person introductory-level course for those new to the wood flooring industry. Includes a history of wood floors, understanding wood, introduction to wood flooring tools/equipment and installation of unfinished/factory finished solid/engineered flooring, and nail/glue/floating installation methods.

#### Prerequisites

- No experience necessary.

#### Materials

- Receive and learn how to use NWFA Installation Guidelines

#### CCUs

- 16 continuing certification units.

#### Career Path

- Qualifies attendee for Intermediate Installation course.

#### Cost

- \$549 Member
- \$649 Non-Member

### BASIC SAND & FINISH

A 2-day in-person introductory-level course for those new to sanding and finishing. Includes a history of wood floors, fundamentals of sanding/finishing wood flooring, introduction to wood flooring sanding equipment/uses, and practice with application of stains/sealers/finishes.

#### Prerequisites

- No experience necessary.

#### Materials

- Receive and learn how to use NWFA Sand & Finish Guidelines.

#### CCUs

- 16 continuing certification units.

#### Career Path

- Qualifies attendee for Intermediate Sand & Finish course.

#### Cost

- \$549 Member
- \$649 Non-Member



### BASIC INSTALLATION, SAND/FINISH COMBO



A 4-day in-person introductory-level course for those new to the wood flooring industry. Provides a broad overview by combining the Basic Installation and Basic Sand & Finish courses. Includes a history of wood floors, understanding wood, an introduction to wood flooring tools/equipment and uses, installation of unfinished/factory finished solid/engineered flooring, and nail/glue/floating installation methods. Also

includes fundamentals of sanding/finishing wood flooring, practice with application of stains/sealers/finishes, and an opportunity to participate in the entire wood flooring process from installation to finishing.

#### Prerequisites

- No experience necessary.

#### Materials

- Receive and learn how to use NWFA Installation and Sand & Finish Guidelines.

#### CCUs

- 32 continuing certification units.

#### Career Path

- Qualifies attendee for Intermediate Installation and Intermediate Sand & Finish courses.

#### Cost

- \$899 Member
- \$999 Non-Member



## INTERMEDIATE INSTALLATION



A 3-day in-person intermediate-level course for those with some wood flooring industry experience. Includes in-depth training on jobsite preparation, layout, understanding the science of wood, an analysis of solid/engineered flooring, practice and instruction for nail/glue/floating installation methods of unfinished/factory finished

solid/engineered flooring, floor repair techniques, and simple herringbone pattern. Also includes an opportunity to learn how to incorporate simple design elements into any floor.

### Prerequisites

- 1 year of installation experience OR attendance at the Basic Installation or Basic Installation, Sand/Finish Combo course.

### Materials

- Receive and learn how to use NWFA Installation Guidelines and NWFA Jobsite Checklist.

### CCUs

- 24 continuing certification units.

### Career Path

- Qualifies attendee for Hands-on Installation Certification Test.
- Qualifies attendee for Advanced Installation course.
- Completion of this course plus Intermediate Sand & Finish course qualifies attendee for Inspector school.

### Cost

- \$749 Member
- \$849 Non-Member

## INTERMEDIATE SAND & FINISH



A 3-day in-person intermediate-level course for those with some wood flooring experience. Includes in-depth training on general equipment maintenance, sanding multiple flooring types/species, unfinished/factory finished, and engineered/multi-directional/parquet flooring. Also includes floor flattening methods, minimizing the scratch patterns, and efficient use of the professional sanding equipment.

On the finishing side, the attendee will learn about and practice with stain application, sealers, natural oils, waxes, colorants, reactive conditioners, finish application, scraping, recoats and final coat application, repairs, and board replacement.

### Prerequisites

- 1 year of sand & finish experience OR attendance at the Basic Sand & Finish or Basic Installation, Sand/Finish Combo course.

### Materials

- Receive and learn how to use NWFA Sand & Finish Guidelines and NWFA Jobsite Checklist.

### CCUs

- 24 continuing certification units.

### Career Path

- Qualifies attendee for Hands-on Sand & Finish Certification Test.
- Qualifies attendee for Advanced Finish course.
- Completion of this course plus Intermediate Installation course qualifies attendee for Inspector school.

### Cost

- \$749 Member
- \$849 Non-Member

## CERTIFICATION TESTING

Validate your wood flooring knowledge and expertise. Certification exams are offered at Certification testing sites, and at all Intermediate level schools.



VIEW MORE

>> For updates and more training opportunities scan the QR code or visit

[nwfa.org/hands-on-training/](http://nwfa.org/hands-on-training/)



## ADVANCED INSTALLATION

A 4-day in-person course for experienced wood floor professionals. Includes creating/designing/installing unique patterns/designs with solid/engineered unfinished/factory finished wood floors. Learning covers different specialty skills based on student/instructor input. Includes introduction to designing parquetry, cutting marquetry, wood bending, and designing with circles/curves.



### Prerequisites

- 3 years of installation experience.
- Attend Intermediate Installation course.

### CCUs

- 32 continuing certification units.

### Cost

- \$899 Member
- \$999 Non-Member

## ADVANCED FINISH

A 3-day in-person course for experienced wood floor professionals. Includes proper preparation of a wood floor to achieve desired end-result/look, experimenting with a variety of finishing techniques using unique application methods/products/systems such as reactive conditioners, bleaches, dyes, oils, pigments, and other colorants in conjunction with a multitude of finish systems to create a palette of styles/looks within the same floors. Also includes unique/historical woodworking finishing processes. This course includes the skills necessary to become a Master of Colors, Finishes, and Textures.



### Prerequisites

- 3 years of sand & finish experience.
- Attend Intermediate Sand & Finish course.

### CCUs

- 24 continuing certification units.

### Cost

- \$799 Member
- \$899 Non-Member

## INSPECTOR CERTIFICATION SCHOOL



An in-person course designed to prepare wood flooring professionals to earn the NWFA Certified Wood Flooring Inspector credential and build a business as an inspector. Includes inspector's role/legal responsibilities, how to identify wood flooring problems, conducting interviews, testing methods/tools, finding/using industry standards, conducting inspections, and report writing.



### Prerequisites

- Must be an NWFA member.
- Attend these NWFA courses:
  - Basic Installation (can be bypassed with 3 years validated experience).
  - Basic Sand & Finish (can be bypassed with 3 years validated experience).
  - Intermediate Installation.
  - Intermediate Sand & Finish.
- Complete NWFA University Installation, Sand & Finish, and Manufacturing courses.
- Complete and pass the Inspector Test with a score of 80 percent or better.

### Post-course Requirements

- Two in-class inspection scenario reports must be submitted within two weeks of attending the course. Additional reports may be reviewed throughout the first year.

### Materials Received

- NWFA Installation Guidelines; NWFA Sand & Finish Guidelines; Moisture & Wood; Problems, Causes, & Cures; Regional Climate Variations; Wood Species; NWFA Jobsite Checklist; HPVA EF2020; and other technical resources.

### CCUs

- 40 continuing certification units.

### Cost

- \$1,999 (cost includes online inspector test fee).

When hands-on training is not feasible, and online learning is not enough, workshops offer short, in-person (and sometimes virtual) learning opportunities for specific topics and skill sets. Cost for each workshop is \$299 Member or \$399 Non-Member.

## PROBLEMS, CAUSES, CURES

A 1-day in-person course providing an in-depth review of common problems, identifying their causes, and how to cure them. This workshop can be customized to focus on region-specific issues.

### Prerequisites

- None

### Materials Received

- NWFA Problems, Causes, and Cures technical publication.

### CCUs

- 8 continuing certification units.



## INTRO TO INSPECTIONS

A 1-day in-person course that includes properly identifying an issue, its potential causes and cures, and dealing with disgruntled customers. Includes different testing methods and resources to determine the causes of the claim, working with inspectors, and understanding the inspection process.

### Prerequisites

- None

### Materials Received

- NWFA Problems, Causes, and Cures technical publication.

### CCUs

- 8 continuing certification units.



## WOOD FLOOR SALES

A 1-day in-person or virtual course providing instruction about different types of wood and their technical attributes as flooring products, how to sell wood against “wood-look” floor coverings, and the benefits of real wood flooring. Also includes minimizing claims and call-backs, guiding the customer to the right species and floor type for their lifestyle, understanding appropriate installation methods and finishes for each project, and developing stronger customer relationships and loyalty throughout the selling process.



### Prerequisites

- None

### Certification

- Upon completion of this course, take the written test to earn your Sales Advisor Certification.

### Materials Received

- NWFA Homeowner’s Handbook, and NWFA Jobsite Checklist.

### CCUs

- 8 continuing certification units.

## WOOD FLOOR REPAIRS

A 1-day in-person course providing an introduction to advanced-level repair work on finished floors, injection repairs, board replacements, factory-finished repairs, color matching, color theory, scratch and gouge repair, grain replacement, and collecting payment for the job.

### Prerequisites

- None

### CCUs

- 8 continuing certification units.



## MOISTURE TESTING

A 1-day in-person course providing an in-depth view of moisture meters, moisture testing tools, and ASTM testing methods. Includes how to use different tools, assessing moisture content, dealing with wood and substrate materials, and claims. Also includes opportunities to work with subject matter experts who will help you prepare and assess substrates prior to installation.

### Prerequisites

- None

### Materials Received

- NWFA Moisture and Wood technical publication.

### CCUs

- 8 continuing certification units.



### 1-DAY GLUE-DOWN INSTALLATION



This 1-day workshop provides an introduction to glue-down installation processes. Includes jobsite evaluation, acclimation, and subfloor preparation. Attendees will get hands-on experience using the tools needed for the job, laying out working lines, proper adhesive

and trowel selection, and the steps for a successful glue-down installation.

**Prerequisites**

- None

**CCUs**

- 8 continuing certification units.

### 1-DAY NAIL-DOWN INSTALLATION



This 1-day workshop provides an introduction to nail-down installation process. Includes jobsite evaluation, acclimation, and subfloor preparation. Attendees will get hands-on experience using the tools needed for the job, laying out working lines, fastener schedules, expansion space and the steps for a successful nail-down installation.

**Prerequisites**

- None

**CCUs**

- 8 continuing certification units.

### 1-DAY FLOATING INSTALLATION



This workshop provides an introduction to floating installation process. Includes jobsite evaluation, acclimation, and subfloor preparation. Attendees will get hands-on experience using the tools needed for the job, laying out working lines, proper

underlayment selection, and the steps for a successful floating floor installation.

**Prerequisites**

- None

**CCUs**

- 8 continuing certification units.

### MULTI-DISC/PLANETARY SANDING EQUIPMENT



A 1-day in-person course providing opportunities to learn about and use multi-disc/planetary sanders. Includes instruction for fine-finish sanding and flattening floors by utilizing abrasive types from medium to extra fine grits.

**Prerequisites**

- None

**Materials Received**

- NWFA Sand & Finish Guidelines.

**CCUs**

- 8 continuing certification units.

### MACHINE REPAIRS

A 1-day in-person course providing in-depth training for field maintenance of common wood flooring tools and equipment, including the big machine/belt sander, edger, buffer, multi-head, compressor, and the flooring nailer. Includes disassembly and reassembly to address common field repairs.



**Prerequisites**

- None

**CCUs**

- 8 continuing certification units.





**NOTE:** Cost for each Master Craftsman Workshop is \$499 Member or \$599 Non-Member. Prerequisites and CCUs apply to all of these workshops.

**Prerequisites**

- 3 years of installation experience.
- Attend Intermediate Installation course.

**CCUs**

- 16 continuing certification units.

## MASTERING CURVES AND WOOD BENDING

A 2-day in-person course designed for experienced wood floor professionals. Learn to produce circles, ovals, and curves by hand, through bending wood, using jigs, sleds, and specialty tools specific for this technique. Learn to include circles and curves into a flooring design. This course covers the skills necessary to become a master of circles, curves, and bending wood.



## MARQUETRY/INLAYS WORKSHOP

A 2-day in-person course designed for experienced wood floor professionals. Learn to produce decorative, elaborate, non-linear, hand-cut designs from individual pieces of wood that function as a centerpiece, border, carving, or inlay into an existing floor. This course covers the skills necessary to earn the Marquetry/Inlay Mastery credential.



## PRECISION PATTERNS: MEDALLIONS AND PARQUETRY

A 2-day in-person course designed for experienced wood floor professionals. Learn to produce a variety of parquet patterns and medallion styles by hand, including design symmetry, mosaics, and other decorative elements exclusive to the geometry of the pattern. This course includes building customized sleds and jigs which may be taken home after the course. This course covers the skills necessary to become a Master of Medallions and Parquetry.



# MEMBER-SPONSORED EVENTS / CUSTOMIZED EDUCATION



	Member	Non-Member
<b>Hands-On Training</b> <ul style="list-style-type: none"> <li>• A company, place, or facility that hosts an NWFA educational event at their location. Hosting an NWFA Member-Sponsored event provides the opportunity for an NWFA member to offer NWFA training with NWFA Regional Instructors and NWFA training curriculum at any facility. Curriculum and content can be customized to fit individual needs.</li> <li>• Invite only who you want to attend or make the training exclusive for staff, customers, or on an individual basis.</li> <li>• All necessary tools and materials may be shipped to the host location at an additional cost to ensure a successful event.</li> </ul>	\$1,000/day + travel expenses	N/A
<b>Virtual Training</b> <ul style="list-style-type: none"> <li>• A member hosts a Zoom/GoToMeeting with NWFA Technical Team/Regional Instructors in an interactive presentation style training event. Curriculum and content can be customized to fit individual needs.</li> </ul>	\$200/hour	N/A
<b>Virtual/Live Combo</b> <ul style="list-style-type: none"> <li>• Includes NWFAU courses, some virtual training, and some live training. Format, curriculum, and content can be customized to fit individual needs.</li> </ul>	\$1,000/day (live) + \$200/hour (virtual) + travel expenses	N/A
<b>Training and Certification</b> <ul style="list-style-type: none"> <li>• A company, place, or facility that hosts an NWFA educational and certification event at their location. Hosting an NWFA Member-Sponsored event and certification provides the opportunity for an NWFA member to offer NWFA training with NWFA Regional Instructors and NWFA training curriculum along with hands-on certification testing for all who qualify. Curriculum and content of these events are the intermediate level, and must meet the prerequisites for Certification Testing.</li> <li>• Invite only who you want to attend or make the training exclusive for staff, customers, or on an individual basis.</li> <li>• All necessary tools and materials may be shipped to the host location at an additional cost to ensure a successful school.</li> <li>• This type of event applies to Installation, Sand/Finish, and Sales certifications.</li> </ul>	\$1,000/day (live) + \$200/hour (virtual) + test cost + travel expenses	N/A





For convenient and affordable education for you and your entire team or crew, NWFA University offers 300+ online courses to increase industry knowledge, expertise, and confidence.

## SALES

Includes five learning paths, with 31 courses covering all aspects of wood flooring sales.

### 101 SALES: WOOD FLOORING TYPES

- Hardwood Flooring History & Trends
- Basic Tree Anatomy
- From the Forest to the Floor
- How Cut Affects Wood Flooring
- Solid Wood Flooring
- Engineered Wood Flooring
- Bamboo as a Flooring Option
- Cork as a Flooring Option
- Reclaimed Wood
- Trim & Moulding

### 102 SALES: JOBSITE EVALUATION

- Understanding Acclimation & Conditioning
- Understanding Moisture Content & Wood
- Understanding Moisture Control & Underlayments
- Considering a Building's Exterior Conditions
- Considering a Building's Interior Conditions
- What You Need to Know about Wood Subfloors
- What You Need to Know about Concrete Subfloors

### 103 SALES: INSTALLATION METHODS & CONSIDERATIONS

- Considering a Nail-Down Installation
- Considering a Glue-Down Installation
- Considering a Floating Installation
- Understanding Sound Control
- What You Need to Know about Radiant Heating Systems
- Considering an Installation Over Radiant Heat

### 104 SALES: JOB ESTIMATES

- Job Costing Part 1: Evaluating the Job
- Job Costing Part 2: Analyzing Costs for Profitability
- Job Costing Part 3: Generating Profitable Job Estimates

### 105 SALES: SELLING WOOD ATTRIBUTES

- The Health Benefits of Real Wood Flooring
- Educating Customers about Maintenance & Care
- The Renewability & Sustainability of Real Wood Flooring
- The Life Cycle of Wood Flooring
- Winning Sales Over Wood Look-alike Flooring

## INSTALLATION

Includes five learning paths, with 45 courses covering all aspects of wood flooring installation.

### 201 INSTALL: INSTALLATION SAFETY

- Hand Tools
- Pneumatic Tools
- Fasteners
- Adhesives
- Fire & Extinguisher Safety
- Safety Gear
- Installation Electrical Safety
- Tool Safety (Saws)
- Regulations Impacting the Wood Flooring Industry

### 202 INSTALL: JOBSITE EVALUATION

- Involved Parties
- Evaluating the Exterior Conditions of the Building
- Regional Climate Variations
- Evaluating the Interior Conditions of the Building
- Basements & Crawlspace
- Moisture Content & Wood
- Wood Moisture Testing
- Moisture & Concrete
- Concrete Moisture Testing

### 203 INSTALL: SUBFLOOR PREPARATION

- Evaluating Substrates: Wood Subfloors
- Evaluating Substrates: Concrete Subfloors
- Wood Subfloors Over Concrete
- Screeds/Sleepers
- Substrates: Radiant Heating Systems
- Existing Floors as Subfloors
- Sound Control
- Underlayments: Moisture Control

### 204 INSTALL: INSTALLATION METHODS & CONSIDERATIONS

- Acclimation & Conditioning
- Laying Out Working Lines
- Nail-Down Installation Method
- Glue-Assisted Nail-Down Installation Method
- Glue-Down Installation Method
- Glue-Down End-Grain Flooring Installation
- Glue-Down Cork Flooring Installation
- Parquet Layout & Installation
- Herringbone & Chevron Installation
- Floating Installation Method
- Installation Over Radiant Heating Systems
- Trim & Moulding

### 205 INSTALL: REPAIRS

- Repair
- Board Replacement: Nail-Down & Glue-Down
- Board Replacement: Floating Floors
- Lace-Out/Lace-In
- Addressing Water Damage
- Evaluating Wood Floor Damage
- Responding to Wood Floor Irregularities



## SAND & FINISH

Includes five learning paths, with 42 courses covering all aspects of wood flooring sand and finish.

### 301 SAND & FINISH: SAND & FINISH SAFETY

- Safety Gear
- Fire & Extinguisher Safety
- Sand & Finish Electrical Safety
- Regulations Impacting the Wood Flooring Industry
- Volatile Organic Compounds
- Abrasives
- Sanding Equipment Operation
- Sanding Equipment Maintenance

### 302 SAND & FINISH: SANDING METHODS & CONSIDERATIONS

- Sanding Jobsite Preparation
- The Filling Process
- Sanding Previously Finished Floors
- Sanding Strip and Plank Wood Floors
- Sanding Parquet Wood Floors
- Sanding End-Grain Wood Floors
- Sanding Cork Floors
- Sanding Bamboo Floors
- Sanding Considerations for Metal & Stone Inlays
- Hand Scraping, Wire Brushing, & Distressed Wood Floors
- Sanding Distressed, Textured, & Sculpted Wood Floors

### 303 SAND & FINISH: COLORANTS

- Stains
- Water Popping
- Aniline Dyes
- Wood Bleach
- Reactive Conditioners

### 304 SAND & FINISH: FINISHES

- Chemical Properties of Wood Floor Finishes
- Drying & Curing
- Sealer Types
- Coating Types
- Finish Applicators
- Finish Preparation
- Finish Application Procedures
- Recoating a Previously Finished Wood Floor
- General Maintenance for All Wood Floors
- Maintenance Products

### 305 SAND & FINISH: REPAIRS

- Repair
- Evaluating Wood Floor Damage
- Addressing Water Damage
- Board Replacement: Floating Floors
- Board Replacement: Nail-Down & Glue-Down
- Lace-Out/Lace-In
- Sanding, Filler, & Finish Irregularities
- Responding to Wood Floor Irregularities

## WOOD FLOOR MANUFACTURING

Includes four learning paths, with 29 courses covering all aspects of wood flooring manufacturing.

### 401 MANUFACTURING: FORESTRY & SUSTAINABILITY

- Renewability/Sustainability
- Responsible Wood Sourcing
- USDA Forest Service
- Solid & Engineered Wood Flooring Life Cycle Analysis
- Basic Tree Anatomy
- From the Forest to the Floor
- Hardwood Flooring History & Trends
- Wood Flooring Basics

### 402 MANUFACTURING: WOOD FLOORING CHARACTERISTICS

- Domestic Wood Species
- Imported Wood Species
- Natural Growth Characteristics
- Manufacturing Characteristics
- How Cut Affects Wood Flooring
- Reclaimed Wood
- Solid Wood Flooring
- Engineered Wood Flooring
- Bamboo as a Flooring Option
- Cork as a Flooring Option

### 403 MANUFACTURING: MANUFACTURING PROCESS

- Milling Solid Wood Flooring
- Milling Engineered Wood Flooring
- Milling Cork Flooring
- Milling Bamboo Flooring
- Manufacturing Factory Finished Wood Flooring

### 404 MANUFACTURING: GRADING

- Lumber Grades
- General Wood Flooring Grades
- NWFA/NOFMA Manufacturing Standards
- NWFA/NOFMA Unfinished Solid Wood Flooring General Grades
- NWFA/NOFMA Factory Finished Solid Wood Flooring Standards
- NWFA/NOFMA Domestic Wood Species Grades for Unfinished Solid Wood Flooring

## MISCELLANEOUS COURSES

- NWFA Expo Videos
- Membership Courses
- Recorded LiveEdge Webinars
- Podcasts



NWFA University provides consistent and timely online learning opportunities for the entire wood flooring supply chain. Content can be customized to meet the specific needs of your company. NWFA University is available only to NWFA members.

**All-Access Pass Subscription & Company Teams**

- Access all NWFA eLearning courses for all employees for a year.
- Group your employees by company team with designated team leaders to monitor and guide employee progress.
- Automatically or manually assign NWFA learning paths to employees.
- Run reports to view/export participation data to support performance reviews and incentive programs.

**Cost:**

- 0-49 users = \$199
- 50-100 users = \$599
- 101-150 users = \$999
- 151-200 users = \$1,499
- 201+ users = call for rates

**Customize your NWFA University experience with any of these add-on premium services:**

- Create custom learning paths with NWFA courses for targeted employee learning.
- Upload company-specific eLearning assets (videos, documents, courses) and add them to custom learning paths.
- Customize your team's experience by branding the University, navigation, and banner with your company's logo and colors.
- Launch and manage your company's own fully functional University site.
- License NWFA eLearning courses for your own SCORM-compliant learning management system (LMS).

**Cost:**

- Contact us for a free consultation with the NWFA learning team. Final cost is based on custom proposal.

CERTIFICATIONS



NWFA Certifications provide opportunities for wood flooring professionals to validate their industry knowledge and expertise in a variety of skill sets. NWFA Certifications provide third-party recognition to individuals for mastery of specific wood flooring industry disciplines. NWFA Certifications are available only to NWFA members.

**INSTALLATION CERTIFICATION (CI)**

**Prerequisites**

- NWFA member in good standing.
- 3 years on-the-job installation experience; OR 1 year on-the-job installation experience and attendance at qualifying classes\*.
- Attendance at NWFA Intermediate Installation course.



**Challenge the Prerequisites**

- 5 years verified installation experience.
- Pass the online written and hands-on exams.

**Assessment**

- Pass the online, written exam
- Pass the hands-on installation exam

Virtual testing available upon request.

\* NWFA Basic Installation or pre-approved non-NWFA schools.

**SAND & FINISH CERTIFICATION (CSF)**

**Prerequisites**

- NWFA member in good standing.
- 3 years on-the-job installation experience; OR 1 year on-the-job sand/finish experience and attendance at qualifying classes\*.
- Attendance at NWFA Intermediate Sand/Finish course.



**Challenge the Prerequisites**

- 5 years verified sand & finish experience.
- Pass the written and hands-on exams.

**Assessment**

- Pass the online, written exam
- Pass the hands-on installation exam

Virtual testing available upon request.

\* NWFA Basic Sand & Finish or pre-approved non-NWFA schools.

**SALES ADVISOR CERTIFICATION (CSA)**

**Prerequisites**

- NWFA member in good standing.

**Assessment**

- Complete NWFA University Sales courses OR attend the NWFA Wood Floor Sales course, and pass the written exam.



**WOOD FLOOR INSPECTOR CERTIFICATION (CWFI)**

**Prerequisites**

- Refer to Inspector Certification school requirements on page 5.

**Assessment**

- Complete and pass online inspector test.
- Write and pass two in-class inspection scenario reports.



**CERTIFICATION COSTS**

Certification Testing	Member	Non-Member
Sales Advisor Certification Test	\$300	N/A
Installation Certification Test	\$400	N/A
Sand & Finish Certification Test	\$400	N/A
Inspector Certification Test	\$350	N/A





NWFA EDUCATION & RESEARCH FOUNDATION

# PARTNERS IN EDUCATION 2025



## SCHOLAR PARTNERS



# BOSTIK



## UNIVERSITY PARTNERS



## ACADEMY PARTNERS

ABSOLUTE COATINGS GROUP (CANLAK) • ALLEGHENY MOUNTAIN HARDWOOD FLOORING  
BASIC COATINGS • CIRANOVA USA • DELMHORST INSTRUMENT CO. • FORTIFIBER  
GUNDLACH TOOLS • MP GLOBAL • MULLICAN HARDWOOD FLOORING • PALLMANN-UZIN UTZ  
PRIMATECH • RUBIO MONOCOAT • SHEOGA HARDWOOD FLOORING • SIKA CORPORATION  
SPRINGCREEK FLOORING BY MCCLAIN FOREST PRODUCTS • TITEBOND  
TOOLS4FLOORING • TRAMEX METERS • WAGNER METERS • WOCA USA