



Fertcare Level B

Fertiliser Knowledge and basic Plant Nutrition Knowledge for Sales Staff

Overview







Level B training provides basic education in plant nutrition, improves knowledge of fertiliser products while enabling you to provide warnings and simple advice to customers about fertiliser products and the factors influencing proper use for production and environmental outcomes. At the end of this course you will hold increased knowledge and skills to confidently improve communication with your customers.

As a business owner it makes sense to have staff who can confidently communicate to customers to the point of recommending the right fertilisers to suit the situation. Having staff with these skills gives peace of mind and ensures that your fertiliser sales are being made with the most up-to-date knowledge and skills.

Who would benefit

Level B is primarily suitable for sales staff who discuss fertiliser types and use with growers but do not interpret soil and plant tissue tests nor give fertiliser recommendations.

Learning outcomes (what do you get out of it)

-  Know the soil properties in your district that can lead to production problems or off site movement of nutrients.
-  Improved knowledge of the nutrients needed by crops and pastures and the fertilizer products required to supply the nutrients.
-  Understand the role of soil amendments in correcting some of the soil health issues likely to be present in your district.
-  Understand the relevance of the five nutrient management risk categories in relation to off-site nutrient movement for the farms you service.
-  How to take soil, water and plant tissue samples and improve your service offering to your farmer clients
-  Better awareness of the regulations, security and OH&S issues related to transport, storage, sale and application of fertilizer

Competency in providing detailed nutrient advice based on soil and plant testing should be attained through other education – we suggest Better Soils Management.

Level B is delivered as a self-paced CD tutorial, followed by a one-day workshop and assessment. Alternatively, it can be accessed by an e-learning (online) option which includes the self-paced CD tutorial.

About Us

Back Paddock is proud to have an established, demonstrated and proven record extending over 10 years in delivering comprehensive and professional programs. Back Paddock Company combines the best theoretical knowledge from highly experienced trainers with a wealth of knowledge gained from extensive industry backgrounds thereby giving a practical approach to developing and getting results for you.

Back Paddock is able to provide **private training** on a suitable date at a venue of your choice. For this option minimum participant numbers do apply. Please do not hesitate to contact us to discuss this further.

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