

## 10 things other food safety trainers won't tell you

1. *"I charge a lot less up front because you're not done paying me"*
2. *"The examination dates I told you I have coming will probably be cancelled"*
3. *"The managers card you thought you wanted is actually not the better card"*
4. *"I don't stock certain exams because I can't afford to"*
5. *"When I get caught engaging in unethical and impermissible activity, every certificate ever issued under my name will be revoked, including yours"*
6. *"The instructional materials I use in class are not mine. I infringed on another's intellectual property and copied them"*
7. *"I have to rent my equipment because I never purchased it outright, and I can't promise you the rentals will work"*
8. *"I have not been given permission to stock the exams in my in-office inventory; I have to order them in advance of each training class, and they may not show up on time"*
9. *"I'll gladly train/certify Managers but I prefer not to have to mess with your other staff"*
10. *"I'm neither insured nor incorporated, so you're the one that is exposed to my risk"*