



The In-store C-card Printer (ISCP)

Take control of your student's C-cards – Print them at your facility today! Another first from SDI-TDI-ERDI

You can brand your facility globally with the new “Dealer logo” feature on your student's card at no extra cost. Let your divers' c-cards travel the world with your facility's logo. The benefit is that your existing customers are reminded of your store every time they present their c-card... and your store is branded with everyone who sees their card! This feature is in keeping with the SDI, TDI, ERDI philosophy Our Business is Developing Yours!

Q: Why would I want to print my own cards?

A: There are several benefits to you but two major ones. The first is a higher profit margin on c-card sales. Because there is no shipping needed from HQ to the store, the cost per registration to the store is reduced. The second major benefit is immediate gratification to your customers. You will hand them a real c-card the instant they finish their course.

Q: We often have issues with mail delivery and students complaining about cards arriving “late.” How does In-Store C-Card Printing help us out on that issue?

A: ISCP means you wipe away ALL issues with snail mail delivery. It is immediate gratification for your customer. Cards are issued with no time delay, and this allows your customer to have their “Scuba Diver ID” on the spot!

Q: Does this mean no more temporary cards?

A: Exactly! Give your students an actual c-card and not a temp card... imagine how they'll feel about your customer service when they see new divers from other training centers on the boat with just a wet piece of cardboard.

Q: Occasionally, cards come back with errors in spelling, names and incorrect birthdates. How can we prevent that?

A: ISCP is the answer. It is the easiest way to make sure the correct information is right the first time, you enter it at your facility, check it and print it on the spot.

Q: When I issue replacement cards using ISCP do I have to pay a processing fee to SDI?

A: NO! Not only are “instant replacement cards” great for making your facility look professional in the customer's eyes, you make 99 percent gross profit on these! Not many things today increase your level of customer service AND make you money!

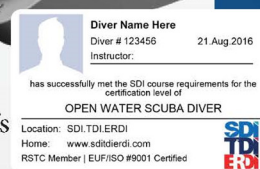
Q: What does an ISCP system do in terms of profit margin? How are fees split between my facility and SDI/TDI/ERDI?

A: There is no question that ISCP increases your facility's profit margins! When you elect to participate in the In-store C-Card Printing program. YOU WILL ALWAYS SAVE on cards and certificates, WE GUARANTEE IT!

Q: We do not have a ‘techie’ on staff and this sounds complicated.

A: It's not complicated at all and is so easy to install, and simple to use you will probably be up and running before your coffee gets cold. It doesn't get any better than this! It has been extensively “Instructor Tested” by our group of divers that are more at home in the water than behind a computer! And if you still don't feel comfortable setting up the printer, our local sales manager or headquarters staff will be happy to take you through the process.

Be a part of an agency that brings to your table the innovative solutions that your divers demand! You are already a leader in the dive community... make the statement that you are committed to stay out front with the latest in Scuba industry technology!





ISCP : In Store C-card Printing

在自己的发证中心（ISCP）打印并管理学生的资格证 — SDI, TDI, ERDI的又一项第一！

不需要额外的费用就可以将您中心的标志打印在学生的资格证上！

让带有您中心标志的资格证和学生一起周游世界！

让顾客每次拿出资格证的时候就想起您的中心！

让每个看到资格证的人都记住您的中心！

SDI, TDI, ERDI的经营理念就是促进您的发展！



Q: 自己打印资格证有什么好处？

A: 最主要有两点好处：首先就是提高发证的收益率。因为不再需要从总部发送到发证中心，减少了每登陆一名学员的费用。其次就是及时满足顾客的要求。在课程结束后立马就可以将资格证发放到学员手里。

Q: 我们经常出现邮递的问题，学员总是抱怨拿到资格证的时间太长，ISCP政策如何帮助我们解决这些问题？

A: 设立ISCP就意味着告别了蜗牛般的邮递速度，最大化地满足顾客的要求。发放资格证不再有延迟，顾客当场就可以获得“水肺潜水员号码”！

Q: 这是否意味着不再需要临时资格证？

A: 完全正确！学生收到的是正式的资格证而不是临时的卡。想象一下，当看到其他机构训练中心的新进潜水员只能在船上收到一张湿漉漉的临时资格证，他们会怎么称赞您的客户服务！

Q: 资格证上偶尔会出现姓名或生日错误，该如何预防呢？

A: ISCP就是最好的解决办法！在您的发证中心输入并进行打印，第一时间确认这些信息是否正确。这是最简单的办法！

Q: 当我在ISCP补发资格证时，是否需要向SDI支付手续费？

A: 不需要！“即时再发放”不仅可以为顾客感觉到您的中心很专业，还可以给您带来99%的毛利润！很简单的方法就能提升您的顾客服务水平并获得利润！

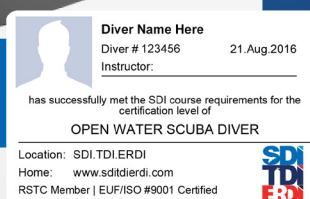
Q: ISCP系统的收益怎么样？我的潜水和SDI/TDI/ERDI的利益是如何分配的？

A: 毫无疑问，ISCP会提升您中心的利润！如果您选择加入ISCP项目，我们保证您将在制卡和资格证方面节省成本！

Q: 这听起来很复杂，但我们并没有“懂技术”的职员。

A: 这些一点儿都不复杂，非常容易安装且使用方便，甚至一杯茶的功夫就可以搞定所有事情，简直没有比这更好的了！如果您仍然感觉这些很困难，我们当地的销售经理或总部的职员将十分乐意帮您处理这些问题

设立发证中心（ISCP），为潜水员的需求提供创新的解决方案，您已经成为潜水团体中的一名领导者。我们致力于使用最新的技术保证您在潜水行业的领先地位。



SDI.TDI.ERDI ISCP Center

立约人姓名 (中文/英文) Name of member (Chinese/English)	
立约人主页账号 (ID) (须加入主页会员 www.sditdierdi.com) Website ID (Applicant must sign up the website, www.sditdierdi.com)	
ISCP 名称 (中文) ISCP Name for Registration (In Chinese)	
ISCP 名称 (英文) ISCP Name for Registration (In English)	
主页 (网址) Homepage	
电话号码 Phone Number	
手机号码 Cellphone Number	
邮箱 E-mail	
地址 Address	

公司, 业体简介 (成立时间, 业务范围, 教练人数, 每年学员数等)。

Summary about your Center(History, Number of Instructors, Average Number of Students and etc.)

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注:

1. ISCP 名称(英文)是打印在学员 C-CARD 上的名称, 要求在 25 个英文字母以内。
ISCP Center name (in English) is printed on the student's C-CARD, In less than 25 letters of the alphabet.
2. 以上表格需准确填写每一项。
Need to fill out each item accurately.

