

VIOLAND



MANAGEMENT
ASSOCIATES



Restoration Estimating

Win More Often

2-DAY

Restoration Estimating Class

REGISTER BY FAX or MAIL
or CALL 800.360.3513

Your goal in writing winning restoration estimates goes beyond finding a number — you want to pump sales, increase closure rates, and improve gross profits. Operational goals start with a systematic scope, relying on good habits of damage documentation and assessment. From learning how to use powerful tools like Xactimate and your laptop to preparing winning presentations. This intensive training packs information, proven tools, and hands-on learning into 2 well-worth-your-time days. To maximize learning, we limit each class to 25 students.

COURSE BENEFITS

Increase Sales:

Develop complete and accurate scopes; Minimize price objections from customers and adjusters; Build trust and rapport with clients and adjusters

Increase Closure Rate:

Build trust with customers; Sell jobs through customer education; Provide timely estimates

Increase Gross Profits:

Accurately price jobs; Understand production contingencies; Minimize supplements and negative change orders

TOPICS

- Damage Assessment
- Scoping a Loss
- Tips & Tricks for Large Losses
- Proper On-Site Documentation
- Salesmanship
- T&M v. Unit Cost Estimate Formats
- Line Items & Accurate Pricing
- Tips & Tricks for Xactimate
- Presentation of the Estimate
- Negotiation techniques

ITEMS NEEDED

- Laptop with mouse
 - Xactimate v25 or higher
 - Digital Camera (min. requirements: 5 megapixel camera with flash)
 - Extension Cord for your laptop—25 feet
 - Tape Measure—25 feet
 - Clip Board, Note Pad, and Pencil
- * All other class materials will be provided*

COST

\$595 for first attendee

\$495 for each additional attendee from the same company

This class has been approved for 2 IICRC credits and 1 RIA credit

INSTRUCTOR



Tim Hull, CR, is a veteran large-loss project manager and Business Development Specialist for VMA. Tim was previously a National Disaster-Response Manager for a \$100 million major restoration company. As emergency operations chief, he built its emergency response procedures, instituted training practices, and managed a national network of associates. This followed his experience as Branch Manager of a large restorer in Pittsburgh with over 50 employees and \$6M in annual revenues. Tim has a BS in business from Montana State and extensive experience in the building trades.

Increase Sales & Profits and Stop Getting Your Estimates Beat Up by Adjusters!



Registration

Restoration Estimating Class

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or CALL 800.360.3513

Fax to: 330.966.7211 or Mail to: Violand Management Associates 7026 Mears Gate Dr. NW, North Canton, OH 44720

Heard about class via: Email Postcard Tradeshow/Event Prior Attendee Website

1. CONTACT INFORMATION

Company Name: _____

Mail Address: _____

City: _____ State: _____ Zip: _____

Office Phone: _____ Fax Phone: _____

Attendee 1: _____ Email: _____

Attendee 2: _____ Email: _____

Attendee 3: _____ Email: _____

2. DATE

Please select the date you will be attending: May 17-18, 2012 in Canton, OH
 August 9-10, 2012 in Canton, OH

3. PAYMENT INFORMATION

The program's total cost is \$595 for the first attendee and \$495 for each additional attendee from the same company. Payment is due at time of registration. A full refund is available up to 14 days prior to the class start date. No refunds can be made after that time.

Method of Payment - Select one of the following payment methods:

1. Payment by Check or Money Order: *Made payable to Violand Management Associates*

2. Payment by Credit Card: Visa MasterCard Discover AmEx

Amount to be charged: \$ _____

Name (as Shown on Your Card): _____

Card Number: _____ Expiration (MM/YY): _____

Signature: _____ 3 or 4 digit Security Code: _____

Address where statement is received: _____

3. Payment by Bank Withdrawal: Withdraw from: Checking Savings

Amount to be withdrawn: \$ _____

Name on Account: _____

9-digit Routing #: _____ Account #: _____

