

VIOLAND



MANAGEMENT
ASSOCIATES



Restoration Estimating

Win More Often

March 1-2, 2018 - San Francisco, CA
August 16-17, 2018 - Canton, OH



See Back for Details

2-DAY

Restoration Estimating Class

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 more effectively 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 fast-paced days. To maximize learning, we limit each class to 30 students.

COURSE BENEFITS

Increase Sales:

Develop complete and accurate scopes; Minimize price objections from customers and adjusters; Build trust and rapport with 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
- Time Management
- Profitability Strategies

ITEMS NEEDED

- Laptop with Xactimate v27 or newer and mouse
 - Digital Camera
 - 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

“Violand’s Restoration Estimating is a valuable program that stretched me to look at scopes and estimates in new ways through great scenarios, good role playing, thought provoking questions, and awesome class participation.”

— Mark Moesta
Project Manager/Estimator
Oklahoma Disaster
Restoration



“The program showed me how to be more detailed on estimates, how to improve estimates due to the situation, and the negotiation training was the best! I feel like this can help with every job, every adjuster, or agent.”

— Chris Sninsky
Project Manager
First General Services of
Northeastern Pennsylvania

Registration Information

Fill out and fax to 330 966 7211 or email to jjones@violand.com

1. CONTACT INFORMATION

Company Name: _____ Office Phone: _____

Mail Address: _____

City: _____ State: _____ Zip: _____

Attendee 1: _____ Email: _____

IICRC Member #: _____

Attendee 2: _____ Email: _____

IICRC Member #: _____

Attendee 3: _____ Email: _____

IICRC Member #: _____

2. 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. Cancellations made 4-14 days prior to the class start date will receive a 50% refund. 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 #: _____

3. DATE

Please select the date you will be attending: March 1-2, 2018 - San Francisco, CA

August 16-17, 2018 - Canton, OH



GUARANTEE



If a company has an employee quit their job within 365 days of completing a Violand professional training program, Violand Management will extend a free seat to the company for the same class to be attended within the next 365 days.

LOCATION

This year, Violand's Restoration Estimating in Canton will be held at the



CREDITS



This class has been approved for 2 CECs through IICRC and 12.75 contact hours through RIA.



INSTRUCTOR



Timothy E. Hull, CR, is a veteran large-loss project manager and Director of Operations 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.

For more information, visit our website at violand.com or call +1 800 360 3513.

