Restoration Estimating

Win More Often

March 21-22, 2019 - Las Vegas, NV
August 8-9, 2019 - Canton, OH
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

"We send all our estimators to Violand’s Restoration Estimating program as a crucial part of their training because we know it will teach them a proven system that maximizes accuracy, profits, and professionalism."

— Greg Campbell  
President  
Design Restoration & Reconstruction, Inc. DKI

"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
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:  
   - Select one of the following credit cards:  
     - ___ 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 21-22, 2019 - Las Vegas, NV
- ___ August 8-9, 2019 - Canton, OH
G U A R A N T E E

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.

L O C A T I O N

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

C R E D I T S

This class has been approved for 14 CECs through IICRC and 12.75 contact hours through RIA.

I N S T R U C T O R

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.