

GUARANTEE

# RESTORATION ESTIMATING

Better Estimates Equal Faster Payments

## ONLINE CLASSES

### Why Should Your Estimator Attend? How Does This Benefit Your Business?

With a reconfigured class structure, this program combines schedule flexibility and remote learning to offer a format everyone can attend. Your estimator will learn how to leverage technology and tighten up every aspect of the process, leading to higher profitability and better cycle time. After this course, your estimator will generate more revenue for every hour of work.

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. We focus on helping you understand and use modern technology to your advantage.

## TOPICS

- Damage Assessment
- Scoping a Loss
- Proper On-Site Documentation
- Salesmanship
- T&M vs Unit Cost Formats
- Line Items and Accurate Pricing
- Tips and Tricks for Xactimate
- Presenting the Estimate
- Building Trust
- Creating Customized Price Lists

### RESERVE YOUR SPOT TODAY

7026 Mears Gate Dr. NW  
North Canton, OH 44720

+1 330 966 0700

Register at [violand.com](http://violand.com)

[jjones@violand.com](mailto:jjones@violand.com)

# PROGRAM SCHEDULE

CONTINUOUS ENROLLMENT

VIOLAND'S

GUARANTEE

365-DAY

## CLASS 1 : INTRODUCTION

Estimators can get away from the basics of their job. This leads to a decrease in sales, closure rates, profits, and capacity. This session serves as an introduction to how we will cover best practices in estimating and includes effective strategies, interactive discussions, and activities to improve your skills.

## CLASS 2 : STANDARDS

Review photos of jobs to set standards that align with best practices, ensuring every estimator is working at the same high level. This will guarantee all opportunities are assessed equally, creating consistent results. Photos will allow participants to visually understand what each standard should look like.

## CLASS 3 : SCOPING

Time and accuracy are of the utmost importance when scoping a loss. Maximizing efficiency on site can be achieved by developing a plan and establishing a routine. This routine will allow estimators to minimize their time on site and develop an accurate scope, ultimately leading to increased capacity, more profitable estimates, and quicker payments.

## CLASS 4 : PRICE AND PROFIT 1

Pricing in today's market has become overly reliant on software companies and price guides. Learning how these price guides are developed is important so an accurate price can be determined for the scope of work performed.

## CLASS 5 : PRICE AND PROFIT 2

Learn how to create customized and accurate price lists that reflect true costs. Doing so will result in larger margins on every job and help to provide feedback on true pricing in your area.

## CLASS 6 : ADJUSTER'S VIEWPOINT

It's time to utilize and package all the tools provided in earlier sessions so adjusters will be willing and able to come to agreement, which will expedite the payment process. In short, get paid faster!

## CLASS 7 : PROJECT MANAGERS

Now that the estimating portion is complete, the hand-off to project management relies on accurate and thorough information and communication. We will help you define everyone's roles and responsibilities.

**REGISTER TODAY**  
**LIMITED SPACE AVAILABLE**