

ABSDA TRAINING PROGRAMS

Manual Estimating Level 1

Decks/Sheds/Garages and Front Counter Estimating Tools

April 8-9, 2024

Truro, NS



WHO SHOULD ATTEND?

Retail sale and estimating staff and counter sales people who are novice.

This course is developed and provided by ABSDA to introduce a respectful process to understanding and completing manual take-offs for simpler building projects.

This course will give you the tools and training to help give better customer service in the estimating of building materials for deck, shed, and garage projects as well as front counter sales. It details and explains the processes required to become better at understanding your customer, visualizing and breaking down building projects, understanding component and products use and calculations including waste considerations.

Monday: 8:30 am - 4:30 pm
Tuesday: 8:30 am - 4:30 pm

COURSE OBJECTIVES

- 1 Basic knowledge of estimating for an assortment of projects including decks, garages and roofs
- 2 Gain a knowledge base of products used for these projects
- 3 Learn basic building practices

TOPICS COVERED

- **Estimating as part of the sales process**
Customer interview – Project scopes
- **Estimating Processes**
Project breakdown
Component and product applications
Waste understanding and applications
- **Blueprint Reading**
Introduction of deck, shed and garage levels
- **Detailed Deck Estimate**
- **Detailed Garage Estimate**
Both gable and hip roof styles
- **Toolbox of industry accepted formulas & tips**
Fasteners, Roofs, Conversions

Seminar Fees

(including course materials and lunches)

ABSDA Members
\$450+ HST per person

Non-Members
\$700 + HST per person

Cancellation/Substitution Policy:

Substitutions within the same company are possible without penalty. Cancellations 6 days or less, prior to the seminar, will be subject to a 33.33% cancellation charge.



REGISTRATION FORM – MANUAL ESTIMATING LEVEL 1

Company Name: _____ Company Contact: _____

Street: _____

City and Province: _____ Postal Code: _____

Telephone: _____ Email: _____ Fax: _____

Participant Names (please print or type)

_____	_____
_____	_____
_____	_____
_____	_____

Method of Payment:

- Cheque enclosed
 Bill our Company
 Visa/MasterCard

Card # _____ CVV _____

Expiry _____

Return Form To: ABSDA, 70 Englehart Street, Dieppe, NB E1A 8H3
Phone: 506-858-0700 Email: absda@nb.aibn.com

Seminar fees are subject to HST
HST #R106736168

ABSDA TRAINING PROGRAMS

Manual Estimating Level 2

House, Roof and Metal Sheathing Estimating Tools

April 10-11, 2024

Location to be determined based on commitments



WHO SHOULD ATTEND?

This program is recommended for retailers new to home estimating and those currently involved in home estimating.

Participants will learn processes which will improve their time and efficiency with estimating projects.

This course will give you the tools and training to help give better customer service in the estimating of building materials for house, roof and metal sheathing projects. It details and explains the processes required to become better at understanding your customer, visualizing and breaking down building projects, understanding component and products use and calculations including waste considerations.

Wednesday: 8:30 am - 4:30 pm
Thursday: 8:30 am - 4:30 pm

COURSE OBJECTIVES

- 1 A good understanding of building practices
- 2 Gain a knowledge base of products used in the construction of homes
- 3 Learn to produce an accurate and professional estimate for home buyers

TOPICS COVERED

- **Estimating as part of the sales process**
Customer interview – Project scopes
- **Estimating Processes**
Project breakdown
Component and product applications
Waste understanding and applications
- **Blueprint Reading**
Plan views, elevation and cross-section
- **Detailed Basic House Estimate**
- **Roof Estimating made simple with top down view understanding**
Both gable and hip roof styles with valleys
- **Metal Sheathing Estimating concepts and accessories**

Seminar Fees

(including course materials and lunches)

ABSDA Members
\$450 + HST per person

Non-Members
\$700 + HST per person

Cancellation/Substitution Policy:

Substitutions within the same company are possible without penalty. Cancellations 6 days or less, prior to the seminar, will be subject to a 33.33% cancellation charge.



REGISTRATION FORM – MANUAL ESTIMATING LEVEL 2

Company Name: _____ Company Contact: _____

Street: _____

City and Province: _____ Postal Code: _____

Telephone: _____ Email: _____ Fax: _____

Participant Names (please print or type)

_____	_____
_____	_____
_____	_____
_____	_____

Method of Payment:

- Cheque enclosed
 Bill our Company
 Visa/MasterCard

Card # _____ CVV _____

Expiry _____

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