

# ABSDA TRAINING PROGRAMS

## Manual Estimating Level 1

Decks/Sheds/Garages and Front Counter Estimating Tools

November 25-26, 2024

ABSDA Training Room, 70 Englehart, Dieppe, NB



### 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.

#### Preferred Accomodations

[BOOK ONLINE](#)

\$119+HST per night

Quality Inn Airport - (506) 803-9099

370 Dieppe Blvd, Dieppe, NB



## REGISTRATION FORM – MANUAL ESTIMATING LEVEL 1

Company Name: \_\_\_\_\_

Street: \_\_\_\_\_ City: \_\_\_\_\_ Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Company Contact: \_\_\_\_\_ Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

**Participant Names** (please print or type)

_____	_____
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#### Method of Payment:

- Bill our Company  
 Visa/MasterCard

Card # \_\_\_\_\_ CVV \_\_\_\_\_

Expiry \_\_\_\_\_

**Return Form To:** ABSDA, 70 Englehart Street, Dieppe, NB E1A 8H3  
Phone: 506-858-0700 Email: goguen@absda.ca

Seminar fees are subject to HST  
HST #R106736168

# ABSDA TRAINING PROGRAMS

## Manual Estimating Level 2

House, Roof and Metal Sheathing Estimating Tools

November 27-28, 2024

ABSDA Training Room, 70 Englehart, Dieppe, NB



### 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.

#### Preferred Accommodations

[BOOK ONLINE](#)

\$119+HST per night

Quality Inn Airport - (506) 803-9099

370 Dieppe Blvd, Dieppe, NB



## REGISTRATION FORM – MANUAL ESTIMATING LEVEL 2

Company Name: \_\_\_\_\_

Street: \_\_\_\_\_ City: \_\_\_\_\_ Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Company Contact: \_\_\_\_\_ Telephone: \_\_\_\_\_ Email: \_\_\_\_\_

**Participant Names** (please print or type)

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#### Method of Payment:

- Bill our Company  
 Visa/MasterCard

Card # \_\_\_\_\_ CVV \_\_\_\_\_

Expiry \_\_\_\_\_

**Return Form To:** ABSDA, 70 Englehart Street, Dieppe, NB E1A 8H3  
Phone: 506-858-0700 Email: [goguen@absda.ca](mailto:goguen@absda.ca)

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HST #R106736168