



### Location of Seminar

ABSDA Members Building, 70 Englehart St., Dieppe, NB

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.

### 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

#### Seminar Schedule:

Monday, April 1 8:30 am – 4:30 pm  
Tuesday, April 2 8:30 am – 4:30 pm

**Seminar Fees** (Lunch is included both days)  
**\$375.** (plus HST) per person **ABSDA Members**  
**\$550.** (plus HST) per person **Non-Members**

*Who should attend? – Retail Sales and estimating staff, counter sales people and management, who are novice estimators. Suppliers Welcome*

#### Topics covered in this course:

**Estimating as part of the sales process**  
Customer interview – Project scopes

**Estimating Processes**  
Project breakdown  
Component & product applications  
Waste understanding and applications

**Blueprint Reading**  
Introduction of deck, shed & garage levels

**Detailed Deck Estimate**

**Detailed Garage Estimate**  
Both gable and hip roof styles

**Toolbox of industry accepted formulas and tips**  
Fasteners, Roofs, Conversions

Seminar fees include course materials and lunch.

**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 1/3% cancellation charge.

Company Name:	Company Contact:
Street:	
City & Prov:	Postal Code:
Telephone:	Email:

#### PARTICIPANT NAMES (Please print or type)

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Seminar fees are subject to H.S.T. - HST #R106736168  
Seminar fees include course materials and lunch.  
**PLEASE RETURN THIS FORM TO: ABSDA,**  
70 Englehart Street, Dieppe, N.B. E1A 8H3  
**Phone: (506) 858-0700 Email: absda@nb.aibn.com**

Method of Payment:



- Cheque enclosed  
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