

NEW BRUNSWICK EDUCATION – Dieppe

Flooring Estimating, Sales Essentials and Tips

This one-day program is designed to speed up the learning curve to becoming an inclusive Flooring Sales and Estimating professional.

When: Friday, March 29, 2019

Location: ABSDA Members Building
70 Englehart Street

Time: 8:30 am – 4:30 pm

Cost: \$199 per person (ABSDA members)
\$329 per person (non-members)



Course Instructor: Stan Burkholder

Stan has a passion for giving back to the Retail Building Materials industry which he has been a part of since 1973. Stan started a family run retail lumber yard in Bluesky, Alberta, and has been an industry trainer for more than 13 years working with Regional Building Materials Retail Associations across Canada. Stan is also a past Chair of ABSDA's sister association in the prairie provinces – WRLA (Western Retail Lumber Association).

This program will cover flooring options, sheet goods, carpet, laminate, hardwood and their essential accessories, with a touch of commercial flooring.

Topics will include:

- ⇒ Customer interview and relations
- ⇒ Job site assessment and measurements with blueprint reading
- ⇒ Estimate preparation with cost plus understanding
- ⇒ Flooring industry glossary of terms and tips to get the sales
- ⇒ Hands-on measuring and estimating exercises.

To register, please scan this flyer and email to:

absda@nb.aibn.com or
logan@absda.ca