



## Flooring Estimating and Sales Essentials and Tips

Space will be limited so please reserve your spot early.

To reserve, call our office at 604-881-4944 or register online at [www.bcfca.com](http://www.bcfca.com)

When: March 25<sup>th</sup>, 2019

Where: BCFCA Office, #2 – 19299 94<sup>th</sup> Ave, Surrey

Time: 8am to 4pm - Lunch included

Cost: \$360 + GST (Member) \$465 + GST (Non-Member)

**Limited Space**



**Facilitator:** Stan Burkholder is a proven building material Industry Trainer having first co-owned a retail flooring and building materials store. After 25 years in business and selling the store. Stan has been an Industry Trainer for more than 12 years all across Canada. Stan's philosophy is to keep it simple and practical and encourage engagement by combining facts and story telling for the best learning experience

**What you will learn:** This course is designed to speed up the learning curve to become an inclusive flooring sales and estimating professional. We will cover residential flooring options, sheet goods, carpet, laminate, hardwood and their associated accessories, with a touch on commercial flooring. The topics covered 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. There will be some hands on measuring and estimating exercises.

### Registration

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

Address: \_\_\_\_\_ City: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Attendee(s): \_\_\_\_\_

\_\_\_\_\_

Visa \_\_\_\_\_ M/C \_\_\_\_\_ Card # \_\_\_\_\_ Exp: \_\_\_\_\_

Signature: \_\_\_\_\_

GST # R122605546

#2 – 19299 94<sup>th</sup> Ave, Surrey, BC. V4N 4E6

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