



# Mid Atlantic Floor Covering Association

## Estimating Course

### COST:

\$250.00 per member

★★ Incredible Value ★★

\$500 non member

Spaces will go quickly,  
you won't want to miss  
this amazing educational  
opportunity to learn from  
one of the best in the  
business.

Course will be held at:  
Next Day Floors  
7100 Rutherford Rd  
Baltimore, MD 21244

**December 6th & 7th, 2017**

**8:00 to 4:00**

with

**Jon Namba**

Missing the estimate or not having the knowledge to properly execute an estimate can cost you the sale and more importantly the profit. This course will guide the student through the steps to ensure that they have the understanding of how to do a take-off from a blueprint, how to calculate amounts of material and proper seam placement for carpet and resilient flooring. All types of floor covering will be extensively covered.

### Course Outline:

- ★ Interactive Power-point on Estimating Techniques
- ★ Hands on involvement with take offs, estimating tools, usage factors and material requirements.
- ★ Pre-qualify the sale so that the estimate will flow into closing.
- ★ Samples of different types of flooring, where they will and will not perform
- ★ Students will take away formulas for estimating as well as a handout to use as a reference guide to keep honing their skills after the class, and to insure that they have the potential for a profitable sale.

### Comments from Previous Attendees:

*"Learned more in two days than in the last year"*

*"Excellent content, very thorough and helpful"*

*"...she was excited, inspired and learned so much valuable knowledge...Thank you for investing in one of my future rock stars"*

*John Namba has over 37 years of experience in the floor covering industry. He is an independent industry consultant, trainer and speaker. His background includes roles as an installer, former director of technical services for the World Floor Covering Association and former Executive director of Certified Floor Covering Installers Association, and past president of the NWFCA Certified Professionals. John is also a contributor and columnist for as well as the Editorial Director of Floor Covering Installer Magazine.*

To register, go to our website [www.midatlanticflooringassoc.com](http://www.midatlanticflooringassoc.com), or contact Michelle Goshorn at [mdnvafa@msn.com](mailto:mdnvafa@msn.com) or 1-877-896-3605