



## 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: September 25<sup>th</sup>, 2020  
Where: BCFCA Office, #2 – 19299 94<sup>th</sup> Ave, Surrey  
Time: 8am to 4pm - Lunch included

Limited Space

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



**Facilitator:** Stan Burkholder, Industry Trainer has over 12 years training experience across Canada. He is a proven Building Material Industry Trainer having first owned a retail flooring and building materials store. After 25 years in business and selling the store Stan established himself as an Industry Trainer. 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. Topics covered 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

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Company Name: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_ Postal Code: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_  
 Attendee(s): \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 Visa \_\_\_\_\_ M/C \_\_\_\_\_ Card # \_\_\_\_\_ Exp: \_\_\_\_\_  
 Signature: \_\_\_\_\_

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