

## Systems Training for Estimators 101 Agenda

### Day 1 - Tuesday

Time	Function
8:00 AM – 8:15 AM	Welcome, Logistics, History, and Safety
8:15 AM – 9:00 AM	Roofing Skills and Processes
9:00 AM – 9:45 AM	Essential Construction Math
9:45 AM – 10:00 AM	Break
10:00 AM – 10:45 AM	Blueprints, Specifications, and Roof Code Requirements
10:45 AM – 11:30 AM	Estimating and Bidding
11:30 AM – 12:00 PM	Estimating Sequencing
12:00 PM – 1:00 PM	Lunch
1:00 PM – 1:45 PM	Mark up vs. Profit
1:45 PM – 2:30 PM	Risk Management and Decision-making
2:30 PM – 2:45 PM	Break
2:45 PM – 3:30 PM	RFI and Change Order Best Practices
3:30 PM – 4:15 PM	The Essentials of Project Management and Project Start-up for Estimators
4:15 PM – 5:00 PM	Post-project Review Process and Closing/Summary

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### Day 2 - Wednesday

Time	Function
8:00 AM – 8:20 AM	Welcome, Recap of Day 1 and Expectations of Day 2
8:20 AM – 9:15 AM	Understanding Design Criteria – Deck Types and other Building Components
9:15 AM – 9:30 AM	Break
9:30 AM – 9:50 AM	Demo: Adhesion Test/Pull Test
9:50 AM – 10:30 AM	Understanding Design Criteria – CSI Format, Fire Testing, Performance-Related Testing, System Types
10:30 AM – 11:10 AM	ASCE 7 and Testing, Design Loads, Building Physical Parameters
11:10 AM – 11:30 AM	Warranty Parts and Coverage
11:30 AM – 12:00 PM	CCM Resources and Estimator Toolkit
12:00 PM – 1:00 PM	Lunch
1:00 PM – 2:00 PM	Moisture Migration/Vapor Barriers – 725TR, VapAir Seal™ MD, Base Sheets, Torch Grade, etc.
2:00 PM – 2:30 PM	Demo 725TR and Detail Requirements
2:30 PM – 2:45 PM	Break
2:45 PM – 4:00 PM	Insulation Types, Mechanically Fastened vs. Adhered Insulation, Warranty Requirements
4:00 PM – 5:00 PM	Demo: Adhered Insulation with Flexible DASH™ Adhesive vs. Mechanically Fastened Insulation

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### Day 3 - Thursday

Time	Function
8:00 AM – 9:30 AM	EPDM Product Line – Membranes, Adhesives, Accessories, New Products, Warranty Requirements, etc.
9:30 AM – 9:45 AM	Break
9:45 AM – 10:30 AM	Demo: CAV-GRIP® 3V vs. Rolled Adhesive, Dual Tip Attachment, QA EPDM
10:30 AM – 12:00 PM	Thermoplastic Product Line (TPO and PVC) – Membranes, Adhesives, Accessories, New Products, Warranty Requirements, etc.
12:00 PM – 1:00 PM	Lunch
1:00 PM – 1:45 PM	Demo: APEEL™, CAV-GRIP PVC, QA TPO, SeamShield™, Prefabricated Accessories, etc.
1:45 PM – 2:30 PM	VersiFleece® Roofing Systems – Warranty Requirements, Detailing, RapidLock, VersiFleece FR TPO, etc.
2:30 PM – 3:00 PM	Demo: VersiFleece w/Splatter Application and RapidLock
3:00 PM – 4:00 PM	Roof Gardens, Paver Systems, VacuSeal™, Sustainability
4:00 PM – 4:30 PM	Metal Edging
4:30 PM – 5:00 PM	Conclusion