



eNewsletter

## The Classroom

CE TEAM	Doug Hoffman	TOPIC OF THE EVENING in "TheClassroom" (REGULAR AGENDA)
7:00pmEST	Mark, VP Microbloc	<b>NEW</b> Microbloc® Products introduced to the NORMI™ organization.
8:00pmEST	Doug, CEO NORMI	The New Microbloc "Strong Arm Warranty" for Builders (incredible!)
9:00pmEST	OPEN FORUM	An opportunity to get your questions answered by the NORMI™ Team of experts.

## Current News

[www.Join.NORMI.org](http://www.Join.NORMI.org)

## The Schedule

☉ **Certificate of Inspection NOW in place**—ACTIVE members now have the ability to offer a Certificate of Inspection even in situations where the customer chooses NOT to select a NORMI Protocol. This provides the client with confirmation that whatever work you completed was completed within the scope of your certification. It's another way to use third-party confirmation as a marketing tool.

☉ **Service Magic can help you Market**—You shouldn't put ALL your eggs in this basket but Service Magic is helping many NORMI members marketing their business through providing qualified leads for inspection and remediation. The reports continue to come in on how successful a few marketing dollars a month can be when put it in the right place. How 'bout you? Is \$8 a lead too much to pay? This is a great deal and will enable you to strengthen your marketing efforts!

☉ **IRINFO Convention this Weekend**—The IRINFO Convention begins this weekend in Orlando, Florida. NORMI will be well represented and YOU can be there for a discounted admission. Contact Lance at 877.251.2296 for info.

☉ **CUSTOMER SERVICE LIVE**—One of our goals for 2007 is to provide LIVE Customer Service to ACTIVE Members who are seeking answers. By calling the toll-free 877.251.2296 x 4 you will receive a LIVE Operator who can then direct your call or answer your question. This year will bring many positive changes to help support you in the field. This is one! Check out [www.NORMI.org](http://www.NORMI.org) regularly.

DAY	BestTrainingSchool
01/13	CMI...Orlando, FL
01/17-19	CMR...New Orleans, LA
01/18	CBA...ONLINE Course
02/02	CMI...Kingsport, TN
02/08	CBA...ONLINE Course
02/13	CMI...Columbia, SC
02/15	CMI...Princeton, NJ
02/22	CMI...W. Palm Beach, FL
02/22	CBA...ONLINE Course
02/27	CMI...Toronto, CANADA
03/02	CMI...Carnival Cruise
03/02	CBA...Carnival Cruise
03/08	CBA...ONLINE Course
03/13	CMI...Pensacola, FL
03/22	CMI...Memphis, TN
03/22	CBA...ONLINE Course
04/24	CMI...Lancaster, PA

## NORMI Store

Call 877.251.2296  
in the NORMI Store

\* **THE Quart Packages ON SALE** \*

This is a GREAT DEAL so HURRY while they last...

12 Quart Case **MMR**

**\$60.00**

MRSP \$180.00

**OVERSTOCKS**

12 Quart Case **DSP**

**\$100.00**

MRSP \$240.00

**OVERSTOCKS**

**OVERSTOCKS**

**The Microbloc**  
\* **SAMPLE PACK** \*

Try each of these wonderful products in your home so you will be able to explain their value to your clients!

**\$20.00**

Regular \$50.00

**NO MRSP**

**OVERSTOCKS**

