



www.Join.NORMI.org
Support@NORMI.org
 877.251.2296

Friday, 04/04/08

CE	Special Guest(s)	Join Della White in the NORMI Talking Studio or LISTEN at 712.432.1470 x 455334#
7pm	Doug Hoffman, CEO	Module 9 —CMI Refresher Training (LIVE from Abita Springs Office)
8pm	Della White	Marketing Tips— “What does it take to run a successful business?”
9pm	activTek Call	activTek Environmental Tele-Conference Call piped into the NORMI Talking Studio

<input checked="" type="checkbox"/>	www.BestTrainingSchool.com
CMR	7/16-18 New Orleans, LA NEW!
AAA	SUCCESS 03/28-29 Greensboro, NC
AAA	05/01-02 Greensboro, NC NEW!
CMA	06/06-07 Manchester, NH
IAQ	SUCCESS 03/08 activTek 1-Day
IAQ	04/02-04 activTek Acct Mgr
CMI	SUCCESS 01/26 Johnson City, TN
	SUCCESS 03/12 Greeneville, TN
	SUCCESS 04/05 Atlanta, GA
	04/12 Santa Fe, NM
	04/19 New Orleans, LA
	05/10 Minneapolis/St. Paul, MN
	05/22 Philadelphia, PA NEW!
	05/24 Cincinnati, OH
QST	SUCCESS 01/14 Orlando, FL
	SUCCESS 01/25 Johnson City, TN
	SUCCESS 03/08 Greeneville, TN
	04/12 Santa Fe, NM
	04/19 New Orleans, LA
	05/10 Minneapolis/St. Paul, MN
	05/22 Philadelphia, PA NEW!
	05/24 Cincinnati, OH
06/04 Manchester, NH	
06/23 Kansas City, MO	

<http://www.IAQScreening.com/01001>
 (this is an example...SUBSTITUTE YOUR NORMI ID number and your IAQ Screening website is ready NOW!)

THIS IS YOUR NEW WEBSITE
(FREE!)

Our incredible IT guy, Gary Blocker has done it again! He has made it possible for us to offer to YOU, our NORMI member, a ONE-PAGE website absolutely FREE! That's right, FREE!

It has been our desire for some time to find a way that we could provide a webpage for every NORMI member that could be used as a marketing tool. Of course we provide a tremendous multi-page website at www.NORMIPro.com for all of our ACTIVE Members and that webpage, which you can edit and personalize, is a FREE Member benefit for ACTIVE Members. As a Professional Member, you are able to include an image gallery and add links to the NORMI Pro homepage. We continue to receive positive results from our members on the value of this benefit and we are excited about continuing our efforts to increase the size and capability of those sites.

The IAQScreening.com website is its own domain and when you go to that website and type in your NORMI Member ID, YOUR website is there, already populated with YOUR information, all ready for you to promote. So, how can you use this incredible FREE tool?

Using your new website is easy and you have a few choices. 1) You can simply send your customer to IAQScreening.com/YourMemberNumber and ask them to complete the IAQ Survey as part of the NORMI National IAQ Management Program. Once they complete the survey and press "SUBMIT", you will receive all their information in an email and you can then call and go onsite and complete the

the QST IAQ Sampling or arrange to have a DIY (Do-It-Yourself) screening kit mailed directly to them. In either case, you've received a lead that will result in your offering them solutions that work. 2) Purchase a DOMAIN NAME at www.Compusoar.com and have our IT guy re-direct the domain name to your www.IAQScreening.com website. This will give you yet another free standing website to which you can send potential clients. 3) Put the IAQ Screening URL as a link to your NORMIPro.com website. This is yet ANOTHER WAY for you to promote your business!

There is a simple question that will drive more and more customers to YOU as the solver of their IAQ problems: "On a scale of 1 to 10, with 1 being the worst and 10 being the best, how would YOU rate your indoor air quality?" This question is becoming the foundation for an incredible opportunity for you to help your customer solve problems they ALREADY KNOW exist but haven't yet quantified in their minds. With a number (1 to 10) you can ALWAYS make it better and your training will make you the expert in your area.

Don't hesitate to come to CE Training tomorrow night so you can get all of the information you need to learn how to utilize this powerful tool in your business.



<input checked="" type="checkbox"/>	www.BestTrainingSchool.com
CBA	Certified Biocide Applicator
QST	Qualified Sampling Technician
FRAP	First Responders Awareness
IAQ	IAQ Management Program
FLOOD	Telephone Flood Training