



[www.Join.NORMI.org](http://www.Join.NORMI.org)  
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 877.251.2296

Friday, 05/30/08

CE	Special Guest(s)	Join Della White in the NORMI Talking Studio or LISTEN at 712.432.1470 x 455334#
7pm	Della White	Marketing Tips (be prepared to share your favorite marketing tip)
8pm	Doug/Della/Lance	IAQ Solutions to VOCs and other contaminants (activTek Call at 9pmEST)

<input checked="" type="checkbox"/>	<a href="http://www.BestTrainingSchool.com">www.BestTrainingSchool.com</a>
01/2009	NORMI 2009 Training Conference
CMR	7/16-18 New Orleans, LA <b>NEW!</b>
AAA	07/19 New Orleans, LA <b>NEW!</b>
	09/18 Philadelphia, PA
	11/13 Los Angeles, CA
CMA	06/05-06 Manchester, NH
IAQ	04/02 activTek Acct Mgr <b>SUCCESS</b>
IAQ	06/18 1-Day activTek Training (MO)
	01/20 1-Day activTek Training (FL)
CMI	<b>SUCCESS</b> 04/12 Santa Fe, NM
	<b>SUCCESS</b> 05/10 Minneapolis
	<b>SUCCESS</b> 05/22 Philadelphia, PA
	06/04 Manchester, NH
	06/23 Kansas City, MO
	07/12 Miami, FL
	08/21 New Orleans, LA <b>NEW!</b>
QST	<b>SUCCESS</b> 01/14 Orlando, FL
	<b>SUCCESS</b> 05/10 Minneapolis
	<b>SUCCESS</b> 5/22 Philadelphia, PA
	06/04 Manchester, NH
	06/23 Kansas City, MO
	07/12 Miami, FL
	08/21 New Orleans, LA <b>NEW!</b>

### ***CMA may be what you need.***

The Certified Mold Assessor program was started for two reasons: 1) assist those who wanted a more detailed and in-depth study into the inspection process and, 2) provide additional hours of training for those who wanted to be able to “grandfather in” a 24 hour training for states now considering a CMI or CMA licensing requirement.

**In Depth**—the CMA class has been revamped and now includes Doug, Lance, and Della training TWO days PACKED with information and practical training. This class will be built around the 7-Step Business Model and will discuss, in detail, the following areas and MORE:

- 1) Specific Advertising Concepts including Google, Community Awareness Programs, Editing the NORMIPro.com website, a more professional look.
- 2) Working for Rental/Leased property customers, becoming a vendor for developers, DIY kits.
- 3) How to bid a job, Commercial Assessments, Realtor-hired inspections, Air

infiltration, CoS protocols, EFIS and basic construction concerns.

- 4) Clearance Sampling, HOB0 software, sampling for VOCs, formaldehyde, and radon.
- 5) Practical “on-site” inspection, panel discussions, writing the report, using the IAQ Mgmt. program.
- 6) IAQ Technology training including placement, sizing, and documentation, chemical solutions, and utilizing computer software.
- 7) Role plays, presenting the report using professional language, developing a client database and follow-up.

**Additional Hours**—Many of the states that are now considering licensing are looking at a 24 hour training requirement. This additional 16 hours, added to your CMI, would be the needed 24 hours that could, no guarantees, qualify to grandfather you into your state’s licensing requirement. Why wouldn’t you want more detailed training to expand your credibility in the marketplace?

This will be the BEST CMA training ever conducted. Many of our CMIs leave the classroom wanting more but already have a brain filled to capacity. What we have found is that once you have been in the field, this CMA training REALLY makes sense. Come find out for yourself how much better you will feel about the services you provide.



<http://Conference.NORMI.org>

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CBA	Certified Biocide Applicator
QST	Qualified Sampling Technician
FRAP	First Responders Awareness
IAQ	IAQ Management Program
Flood	Flood Training by Telephone
NIWS	OSHA/EPA Online Trainings

