



**The Classroom**

CE TEAM	Doug Hoffman	TOPIC for TUESDAY EVENING in "The Talking Studio" 07/10/07
7:00pmEST	Lance and Doug	<b>CMI Review (Module 1 of a series)</b>
8:00pmEST	Doug Hoffman, CEO	<b>* The <u>NEW</u> Florida Law affecting CMIs, CMAs, and CMRs</b>
9:00pmEST	Q&A	Questions to <a href="mailto:cequestions@normi.org">cequestions@normi.org</a>

**Current News**

☺ **Best Training School AFFILIATE Program**—Now that you have a [www.NORMIPro.com](http://www.NORMIPro.com) website, install the new BTS Affiliate Link and EARN money by sending others to class. Simply send them to YOUR website and earn a commission on every single class (hint—even your own!!!)

☺ **NEW FLORIDA LAW**—A new licensing law was just signed by Governor Crist and on Tuesday night we will discuss how this may change your CMI or CMR training. We think there are some really good things about this law and YOU will have an opportunity to be grandfathered in. Come into the "Talking Studio" on Tuesday night to find out how.

☺ **Training.NORMI.org**—Now check out the options you have to get better trained through online courses made available through the National Institute of Workplace Safety. We think you'll be glad you took these very inexpensive online classes to enhance your training and certifications.

☺ **Natural Air™ Closes**—As of Friday, 07/06/07, Bill Converse and Natural Air™ closed its doors for good. They will no longer be manufacturing air purification products.

**Marketing Tip from the Bible**—If you are serious about being in business for yourself, set aside a specific amount of money and dedicate it to "planting seed" EVERY single week. This money could be spent with Service Magic, direct mailing programs, purchasing email addresses, brochures to give to HVAC contractors or other professionals, or any other number of opportunities to let people know what you do. If you eat your seed or otherwise forget to plant it, you will never have a harvest. There are lots of excuses (we call them "reasons") why we can't spend the money but remember what the wise man said in [Ecc 11:4](#) "He that observeth the wind shall not sow; and he that regardeth the clouds shall not reap". Is it time to plant some seed and stop excusing?

**The Schedule**

**NOW EARN  
commissions  
by sending  
folks to class!**



BTS Affiliate Program

DAY	BestTrainingSchool
TBA	CBA... <u>SOON ONLINE</u>
07/13	CMI...Charlotte, NC
08/13	CMI..Columbus, OH
08/18	CMI..New Orleans, LA
08/24-25	CMA...New Orleans, LA
09/08	CEE...Tampa, FL
09/11	CMI...Ft. Lauderdale, FL
09/20-22	CMR..New Orleans, LA

**NORMI Store**

**OVERSTOCKED (we have FIVE in stock!!)**

**LUMINOMETER SPECIAL:** This popular tool is now available **THIS WEEK ONLY** for the low-low cost of **\$725.00**. *We will continue to stock this but the price is GOING UP...so hurry!*

