



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

Monday 07/27/09

CE	TUESDAY NIGHT—LIVE in the NORMI Talking Studio...616.712.8000 x 988162#
7-9pmEST	<b>The Certificate of Sanitization—A GREAT Marketing Tool</b> OPEN FORUM—Bring your questions...



**Are you using this marketing tool?**

You have an advantage over ALL the competition. This is something only YOU can offer. As a NORMI Member you have access to this great tool to add value to your services...

The NORMI Certificate of Sanitization has provided security for hundreds of customers who are doubtful that the services you provide really work. NORMI puts its credibility on the line to prove to the customer that 1) there ARE

protocols that should be followed, 2) the protocols WERE followed, and 3) your work is guaranteed to have made a difference for their home or business. It is a win for everyone.

CE Training this coming Tuesday Night will feature a detailed discussion of the flowchart for the Certificate of Sanitization. The six protocols, when understood, actually cover every aspect of the work the NORMI members do from IAQ solutions, Biocide Applications, and Mold Remediation and Sanitization. See which one fits with YOUR business model:

- 1) Light Mold Removal Protocol
- 2) Heavy Mold Removal Protocol
- 3) Standard Residential Sanitization Protocol
- 4) Under Construction Protocol
- 5) Surface Protection Protocol
- 6) Indoor Air Quality Protocol

Don't miss this opportunity to learn how YOU can enhance the credibility of your business and take the lead against your competitors!

**BUILDING SCIENCE CLASSES**

***NOW LIVE ONLINE***

Each class will be presented at 9amEST and 7pmEST  
**NORMI LIVE Talking Studio**  
 using a password supplied once you register for the class.  
 Handouts will be emailed to you so you can print them out in time to take notes at the class!

**\$25 per class**

- 07/23 Understanding Moisture Planes
- 08/06 Diagnosing Moisture Problems
- 08/13 Non-Vented Crawlspace
- 08/27 HVAC Systems and Ducts
- 09/03 Insulating the Envelope
- 09/17 Non-Vented Attics
- 09/24 IAQ Basics 101
- 10/08 Anti-Microbials on Substrates
- 10/15 FOUR Bundled in Philly!**

**Environmental TASC Force Banners**

Now Available

in the NORMI Store in **THREE** Sizes

