



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

Monday 08/03/09

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> (continued from last week) PSP and the ALL-NEW Summary of IAQ/Power Assessment Automation

### Professional Screening Partner

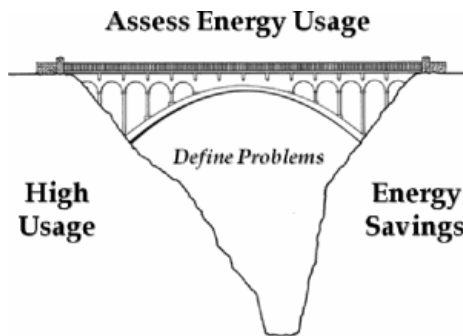
#### *Do-it-Yourself Assessment Program*

It all starts with a simple survey at YOUR **FREE** website! Once they have completed the survey, either IAQ or Power Assessment, the customer requests an assessment package of materials that includes testing equipment and a beautiful, educational, full-color booklet that will help them through the assessment process to determine whether their perceived problems are real. You just made \$40 on that process alone and it didn't cost you a thing!

The PSP Program is one of the best ways for your to have a lead-sourcing program that costs you NOTHING or turn your existing leads into sales.

<http://www.Surveys.NORMI.org/xxxxx> (your member number)

Your customer will complete the booklet and then go back to YOUR website to complete the Summary of IAQ or Power Survey. What do you BOTH receive? A report specifically tailored to THEIR responses to the questions on THEIR assessment booklet. And it points to YOU for the solutions. There is no better way to match your solutions to perceived problems than by defining those problems through an assessment process.



### TWO OPPORTUNITIES TO GET TRAINED IN KNOXVILLE!

Tuesday	08/18/09	Knoxville Convention Center	Knoxville, TN
Monday	08/24/09	Hilton Airport Hotel	Knoxville, TN

These two classes will offer BOTH the PSP—IAQ and PSP—Power classes in a single day and for a discounted price of **\$149 for BOTH!** This does not include the certification fees but will give you the information you need and access to the products you need to add this incredible program to YOUR arsenal of client offerings. If you can't make either of these ON-SITE classes, go to the BestTrainingSchool.com website and register for the ONLINE classes and get the training you need to begin entering and impacting the IAQ and Power Auditing industries.

There is no better time and no better way to take your products/services to the marketplace. Every client is looking for ways to save money on the assessment process and this is it. Don't delay...get registered NOW and succeed!



### 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 and handouts will be emailed to you so you can print them out in time to take notes at the class! **\$25 per class**

#### 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!***



### TASC Force Banners

Now Available in the NORMI Store in **THREE** Sizes

