



The Classroom

CE TEAM	Doug Hoffman	TOPIC for TUESDAY EVENING in "The Talking Studio" 08/07/07
7:00pmEST	Doug Hoffman, CEO	*CMI Review (Module 7 of a series)
8:00pmEST	w/Lance Eisen, COO	ALL NEW Certificates of Sanitization and Healthier Home Warranty
9:00pmEST	Q&A	Questions to cequestions@normi.org

Current News

WHY CMA?

The Schedule

- **The CMA** (Certified Mold Assessor) class is the next step if you are interested in taking your inspection training to a higher level. This TWO-DAY class begins with an ONSITE Inspection where the students load up onto a bus and go do an actual mold inspection. FIRST-HAND you will see how to evaluate an environment and get the needed training to understand the lab reports, the software (bring your laptop), and the equipment needed to perform a professional mold assessment. Join the many who have found this class puts all the pieces together! Register!
- **MEDIA ALERT**—We need your help to promote the test that NORMI is conducting on FEMA trailers. We believe we can make a difference and we're asking you to get the word out to the media that we are looking for homeowners to participate in this FREE study. If you are interested in promoting this study, please contact support@normi.org and request the FEMA Study Media Alert. It will be sent to you in PDF format so you can **fax or email** to whomever you wish.
- **www.YouTube.com/x5047x**—This location is becoming a VERY hot topic. Go there, watch a video, rank it with LOTS of key words so search engines (and your NORMIPro.com site) will find it, and then reap the benefits of being a part of one of the fastest growing certifying agencies in the country. We're beginning to get the recognition we deserve...be a part of the action.
- **Cruise.NORMI.org**—\$300 per person for 5 days on the luxury Carnival Fascination with all the **food** you can eat, all the **fun** you can have, all the **friends** you can meet? It doesn't get better!

Are you earning the COMMISSIONS you deserve?



BTS Affiliate Program

A personal word from Doug Hoffman, Executive Director re: Strong Arm International, LLC

While at the recent EcoQuest Convention in Columbus, OH, I was approached by several NORMI Members and asked about the status of the Strong Arm Program. From some of the questions asked, it appears that there is some confusion as to NORMI's and my involvement with the Strong Arm Warranty, Strong Arm International, RPS, and Mold Proof.

NORMI was initially involved as advisors. NORMI's training expertise, the development of a curriculum, the formulation of a protocol, and NORMI's industry status and influence helped the Strong Arm Concept develop into what it is today. With that said, NORMI, needing to remain "Product Neutral", needed to allow Strong Arm and the other entities under Risk Prevention Systems to continue to move in a marketing direction of its own, separate from NORMI or me.

With that clarification, it is important for you to know that operating under Risk Prevention Systems, the Strong Arm Concept exists **without** any ownership interest or proprietary interest from NORMI or me. I do not personally, nor does NORMI corporately have any financial investment, financial interest, or partnership interest in either Strong Arm International, Microbloc, Mold Proof, or RPS. Those entities are individually and wholly owned by others.

NORMI and its collective Board of Directors will, of course, as an organization, continue to evaluate their progress as well as other industry warranty programs, such as the **NORMI™ Healthier Home Warranty**. As those programs may positively impact your businesses, we will be there to support you in your efforts to help more and more people live healthier lives. You will be seeing an expansion of our Certificates of Sanitization and product line to support the many programs you now have and will have in place to help you succeed in this incredible business. Tuesday night will be eye-opening for all of you as you see a renewed focus and vision for your future with NORMI...guaranteed!

DAY	BestTrainingSchool
08/18	CMI...New Orleans, LA
08/22	CBA...ONLINE
08/24-25	CMA...New Orleans, LA
09/08	CEE...Tampa, FL
09/11	CMI...Ft. Lauderdale, FL
09/13	CMI...Louisville, KY
09/15	CMI...Atlanta, GA
09/20-22	CMR...New Orleans, LA
10/20	CMI...New England Area

