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10/12/07



## The Classroom

CE TEAM	Della White	TOPIC for TUESDAY EVENING in "The Talking Studio" 10/16/07
7:00pmEST	Della, Board of Dir.	<b>Interview with Sonny Brown, NORMI HVAC Contractor</b>
8:00pmEST	Della, Doug, Lance	<b>Sanitization Protocol and NORMI™ Healthier Home Warranty</b>
9:00pmEST	OPEN FORUM	Q&A with Experts who are ONLINE (very practical)

## Current News

### NEWS, NEWS, NEWS (and more news...)

## The Schedule

◆ **CMI Self-Study Course**—This could be just what you need if you or one of your business partners needs to be trained and can't come to one of our ONSITE classes. This class fully certifies the attendee as a NORMI IAQ/Mold Inspector utilizing a LIVE Administrative Review to discuss the participant's Final Project. This is a convenient way to learn the NORMI Seven Step Business Model.

◆ **EnviroScreening Increase**—By the first of November, you will see the lab fees increase an average of 20%—bid your jobs accordingly. Fees have not been increased for nearly 2 years but the lab is moving toward Texas certification and more credibility. NORMI members will have some processing grandfathered in through January of 2008 but make sure you are covering your costs in your bids.

◆ **CMI Refresher Course Available**—Now available in the NORMI Store and at [www.BestTrainingSchool.com](http://www.BestTrainingSchool.com) is the CMI Refresher Course. This includes a two-CD set of live audio from a current class, the latest PowerPoint presentations, and a grouping of added value paperwork.

◆ **BETA Test Almost Complete**—Those who are participating in the "BETA Study" deserve a great big **THANK YOU** for their help and patience in helping us develop the all-new NORMI IAQ Management Program. This program will become the business model for the CEE training and even CMIs will find this a very easy way to get business. The program is built around the concept of

### SURVEY \* SAMPLE \* SOLVE

and presumes that there are more people in the marketplace who are willing to have their IAQ surveyed for \$100 than there are people who are interested in buying some IAQ solution. SO, the "hook" has more to do with "evaluation" than "sales". This **TWO-STEP** process has already proved successful and you will want to continue to be involved in CE Trainings on Tuesday night to get the latest information about this innovative approach and the details of the IAQ Management Program—because **IT WORKS!!!**

DAY	BestTrainingSchool
NOW	CMI...SELF-STUDY
NOW	FLOOD TRAINING
10/20	CMI...New England Area
11/01	CMI...Greeneville, TN
11/07	CMI...Columbia, SC
11/17	CMI...Reno, NV
12/08	CEE...Orlando, FL
01/12	CMI...New Orleans, LA
01/17-19	CMR...Baton Rouge, LA

## NORMI Store

Have you tried Microbloc DC-151 yet?  
You need to!

**DC-151**

**Deodorizing Cleaner Concentrate**

**\$175.00 (4 Gallon Case)**

### OVERSTOCKS

**MMR 12 Qt. Case**

**\$60.00**

**MMR191 4 Gallon Case**

**\$192.50**

**DSP 12 Qt. Case**

**\$100.00**

## NORMI™ Healthier Home Warranty Pack

**Come to CE Trainings on Tuesday Night to find out what THIS is all about!**

