



The Classroom

eNewsletter

CE TEAM	Della White	TOPIC for TUESDAY EVENING in "The Talking Studio" 11/13/07
7:00pmEST	Doug Hoffman, CEO	EnzyMagic 91—What is It? How Do I Use It?
8:00pmEST	John Coyle	Virtual PBX...an incredible business tool you need!
9:00pmEST	Q&A	IAQ Management Program and other topics of interest...

Current News

EnzyMagic™ 91

(the BEST enzyme cleaner around)

The Schedule

◆ **NEW Line of Chemicals**—Best Living Systems, LLC will be stocking, next week, a new line of chemicals manufactured for them. Come to CE Training learn about these great new sanitization and remediation chemicals! Starting **THIS** week we will highlight:



Endorsed by EnviroScreening Lab



DAY	BestTrainingSchool
NOW	CMI...SELF-STUDY
NOW	FLOOD TRAINING
NOW	CBA Training ONLINE
Dec.3	Qualified Sampling Tech
01/12	CMI..New Orleans, LA
02/07-09	CMR...Baton Rouge, LA
02/23	CMI...Reno, NV
03/22	CEE...Orlando, FL

◆ **NEW CBA Online Ready**—The new ONLINE CBA Class is ready and you will love it! Here's an opportunity for you to send your business partners to Best Training School, be paid a commission, and have them learn what YOU know about anti-microbials, protectants, and the value of the CBA training. This class is designed to help you understand how to build a great business around supplying and applying products that will reduce biological contamination on surfaces.

◆ **NEW QST Online SOON**—December 3rd will make the debut of the all-new NORMI Qualified Sampling Technician program. This online and onsite class will feature specific training on Indoor Air Quality and the IAQ Management Program. This program has already proven to be a hit and it hasn't even been fully explained yet. Come to CE Training on Tuesday night and learn more about this powerful program. The outline for this class includes the following modules:

Indoor Air Quality—the extent of the problem, the 7 Components of IAQ, the technologies used to address these components.

IAQ Management Program—the way you do business as a QST and CEE, the business model, the value of ACTIVE membership.

NORMI Store

NORMI™ IAQ Management Kit

INCLUDES LAB PROCESSING and
 1 RED Swab, 1 Air-O-Cell
 1 IAQ Management Brochures
 1 EnviroScreening Info Sheets
 1 EnviroScreening Labels

\$50.00

NORMI IAQ Case Study

This ACTUAL case study was conducted to serve as a MODEL for CMIs who want to know more about the 7 Business Model. This spiral bound booklet takes you from Contract to IAQ/Mold Risk Assessment all the way through the CMI process, resulting in a \$12K solutions sale.

\$25.00

NORMI™ IAQ Management Pack (4 Clients)

Includes...

4 RED Swabs, 4 Air-O-Cells
 4 IAQ Management Brochures
 4 EnviroScreening Chain/Custody Sheets
 4 EnviroScreening Labels

\$40.00

Use a single RED swab and Air-O-Cell, pay \$40 for the TWO samples for processing and receive the IAQ Management Report to help you SELL.