

LEARN THE TRICKS OF THE TRADE!

In-house training is available to all Duro-Last contractors and their crews at four of the manufacturing locations: Saginaw, Michigan; Grants Pass, Oregon; Jackson, Mississippi; Carrollton, Texas; and Ludlow, Massachusetts

Update your crew with more efficient installation techniques, increase your sales with telemarketing skills, and get the latest scoop on how Duro-Last tests its products.

NOTE Certificates are awarded upon the completion of class. Classes are tailored to the contractor's needs. Lunch and accommodations are provided.



TRAINING SCHEDULE

DAY 1

8:00 - 8:15 a.m.	Meet in DL Lobby and Walk to Classroom
8:15 - 8:45 a.m.	Introductions
8:45 - 9:15 a.m.	Measure Rooftop & Draw out on Gridsheets
9:15 - 9:30 a.m.	Do Pull-Out tests on Training Deck
9:30 - 10:30 a.m.	Custom Fabrication and Decksheet Layout
10:30 - 11:30 a.m.	Install FanFold and Decksheets
11:30 - 12:00 p.m.	Lunch
12:00 - 1:00 p.m.	Detail Overview
1:00 - 3:00 p.m.	Install Parapets and Practice Welding
3:00 - 5:00 p.m.	Weld Decksheets and Parapets
5:00- End of day	End of Day 1

DAY 2

8:00 - 9:30 a.m.	Plant Tour
9:30 - 10:15 a.m.	EXCEPTIONAL® Metals Details
10:15 - 11:30 a.m.	Start Installing Details
11:30 - 12:00 a.m.	Lunch
12:00 - 3:00 p.m.	Sales Class and Finish Install on Deck, Inspection Process, and Show How to Recycle Roof
	Sales (Attendee must have approval of employer)
	<ul style="list-style-type: none">• Easy estimation (Materials and Labor)• Lead generation (Co-op) mailings, telemarketing, trade shows, AMP-Up, custom samples/brochures)• Sales presentation (Tag team sales, sales tools, impact selling, and sales kit)• Marketing (Building a marketing plan, marketing your company, setting yourself apart from competition)



Call today to sign up for your training.

Saginaw, MI • Jackson, MS • Grants Pass, OR
Carrollton, TX • Ludlow, MA

800-248-0280