

# Improve Your Profits Bid More Projects

Specific Training for the Painting Industry  
Learn the Fundamentals of Blueprint Reading and  
Take Off Procedures - Hands On Training  
Onsite Estimating and Take Off Methods  
Estimating Software - Which One is Right  
Tailor the Estimating Function to Your Company  
Time Saving Take-off Techniques  
Specifications - The Who, What, How & Why  
Importance of Job Costing to Estimates and Profits



## Work-Systems Presents

### About Our Speaker

Brandt Domas has over 30 years experience in the painting industry and has been an industry trainer and speaker since 1995. A former PDCA national president, he is currently one of PDCA's Contractor College Speakers. Brandt is a national speaker and trainer, author, paint failures consultant and expert witness.

He brings practical and technical expertise to his programs combined with an engaging delivery.

**Estimating 101 For the Painting Industry - Full Day Seminar**  
Learn to Work with Blueprints, Take Offs, Specifications and Job Costing

In Support of PDCA Rocky Mountain Council and Denver PDCA

WORK-SYSTEMS  
5303 E. EVANS AVE., SUITE 101  
DENVER, COLORADO 80222

Work-Systems Presents

## Estimating 101 For the Painting Industry

- *Blueprint Reading*
- *Take Off Methods*
- *Specifications*
- *Job Costing*
- *Overhead & Profit*



[www.paintertraining.com](http://www.paintertraining.com)

# Estimating 101- For the Painting Industry

Architectural Plan Reading - Take Off Methods - Specifications - Job Costing - Overhead

Learn how to determine the quantities of labor and material needed to complete the job.

Learn how proper estimating methods provide consistent pricing, provide a budget for the performance of work, recovers necessary overhead costs and produces an acceptable profit margin.



## Who Should Attend?

- Painting Contractors
- Estimators in Training
- Project Managers
- Sales Force

Anyone wanting to learn the basics of:

- Blueprint Reading & Takeoff
  - Hands-on training using scale
  - Specifications - who, what, how & why
- Other Estimating & Takeoff Methods
  - Onsite walk-through measurements
- Job costing and how it impacts future estimates and your company's profits.
- How to Figure Overhead & Profit

## Don't Miss This Full Day Seminar

Saturday, June 26th - 8:30 am to 4:30 pm

*Denver Location:*

**5303 E. Evans Ave.**

*Just east on Evans from I-25. Turn left at stoplight on S. Grape St. into parking lot (look for Listen Up sign). Park and go into 5303 E. Evans Office Bldg.*

*Includes Lunch*



*Attendees should bring a pocket calculator.  
Registration is \$199 at the door if space is available.*

## Registration Form

### Registration Fee - \$149.00 Per Person

Includes blueprint estimating spreadsheets and on site take-off forms, specifications checklist, job costing requirements checklist. Attendees receive all forms on CD-ROM you can start using immediately. Cancellation Fee is \$30 per person.

Number of Attendees \_\_\_\_ X \$149 Per Person

Total of Check Enclosed \$ \_\_\_\_\_

**After Monday June 21st Please Register Online**

Mail completed registration form and check to:

**Work-Systems  
5303 E. Evans Ave. Ste 101  
Denver, Colorado 80222**

Contact Name \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_

Email Address \_\_\_\_\_

Attendee Name(s) \_\_\_\_\_

**Use your credit card and register online**

**Go to - [www.paintertraining.com](http://www.paintertraining.com)**