



233 Wolfner Drive Fenton, MO 63026
1-800-585-9293 / Fax: 636-343-7076 / www.1-800BOARDUP.com



AMD LEARNING CENTER

Your 1-800-BOARDUP AMD team is proud to announce the newest training tools designed exclusively to further the success of your 1-800-BOARDUP program. The AMD Learning Center will be hosting these exciting training opportunities at regional locations throughout the coming year.

Classes will fill quickly so don't delay!

When: March 18, 2014 8:00am-4:00pm Local time
March 19, 2014 8:00am-12:00pm Local time

Where: Kelmann Construcion
12001 W. Dearbourn Ave. Wauwatosa, WI 53226

Cost: No charge for AMD Participants

To Register: Please complete form at the bottom of this flyer.

Recommended Hotel: Sheraton Milwaukee Brookfield Hotel
375 South Moorland Rd. Brookfield, WI 53005
<http://www.sheratonmilwaukeebrookfield.com/>





233 Wolfner Drive Fenton, MO 63026
1-800-585-9293 / Fax: 636-343-7076 / www.1-800BOARDUP.com

**AMD Learning Center programs for 2014 will focus on
“Converting your 1-800- BOARDUP call into a restoration contract.”**

Please join other members of the 1-800-BOARDUP Network for the following educational programs:

“Evaluating and Hiring the Right Sales Closer”

Converting the 1-800-BOARDUP calls into restoration contracts can be a complex process that requires that special sales person. Do your sales people have what it takes to be your 1-800 BOARDUP closer? If there is any question in your mind, it is critical that you attend this half day session where our AMD Sales Trainer will cover the following topics:

- What it takes to convert your 1-800-BOARDUP calls into restoration contracts
- How to evaluate your current sales staff in comparison to successful 1-800-BOARDUP closers
- What qualities are needed in your 1-800-BOARDUP closer
- Hiring the right 1-800-BOARDUP closer
- Using personality profile testing to hire your 1-800-BOARDUP closer
- *And Much More!*

“Making the Conversion”

Making the 1-800-BOARDUP Conversion is critical to your success.

If you have experienced frustration in closing jobs from 1-800-BOARDUP calls, it is a **must** that your closers attend this full day session, where our AMD Sales Trainer will cover the following:

- The “Closers” attitude
- Preparing for success
- Preparing your approach
- Preparing your team
- The 1-800-BOARDUP advantage
- Making the hand off
- Connecting with the homeowner
- When to stay, when to go
- Keys to successful follow up
- Role playing scenarios
- *And Much More!*





233 Wolfner Drive Fenton, MO 63026
1-800-585-9293 / Fax: 636-343-7076 / www.1-800BOARDUP.com



Your 1-800-BOARDUP AMD Trainer for these programs is David Gard. David comes to us after a long and distinguished career in sales. He has spent the past 30 years in the construction field, covering all aspects from Wholesale Material sales and management, Residential and Commercial Remodeling sales and management to Insurance Repair sales and estimating. David spent over a decade in the Steel industry as a Technician and Manager and several years as an award winning sales producer and Agent. All of these experiences have helped to shape his unique approach to closing sales. He is one of approximately 600 Certified Restorers worldwide with certifications in Water and Fire Restoration. He holds many industry related certifications as well.

David spent the last 20 years with United Services, DKI, working as a Salesman and Estimator and responding to board up calls in that capacity. His closing ratio is one of the best in the industry. David ended his career with United Services, DKI in August of 2012 to pursue an opportunity to open his own consulting firm to teach and encourage other Sales Professionals to achieve greater success and "Close the Deal". He has worked with the 1-800 BOARDUP AMD Team for the past 4 years in various capacities and is now a part of the Fast Track training team. He is also working with the AMD Team to develop new and exciting training programs.





233 Wolfner Drive Fenton, MO 63026
1-800-585-9293 / Fax: 636-343-7076 / www.1-800BOARDUP.com

March 18 & 19, 2014
Milwaukee, WI
Sales/Estimators Advanced Market Development Training

Name of Attendee: _____

Title: _____

Name of LSP: _____

Cell Phone Number: _____

Email: _____

Please return to Eric Robinson at:
EricRobinson@1-800BOARDUP.com or Fax:636-343-7076

