



SOUTHERN CALIFORNIA EDUCATION EVENT

DATE:

**TUESDAY,
SEPTEMBER 10, 2019**

WHERE:

**BEST WESTERN PLUS
CASABLANCA INN**

1601 N. EL CAMINO REAL
SAN CLEMENTE, CA 92672
949-361-1644

\$115-\$125/NIGHT -LIMITED ROOMS

COST: \$129/PERSON

**Register Online Today at
OLYMPIACHIMNEY.COM
Call or Text 570-340-0482**

PRE-REGISTRATION IS REQUIRED. ON SITE REGISTRATIONS WILL NOT BE ACCEPTED! Registration is NOT open to manufacturers or distributors.

A minimum of 15 registrants are required for training to commence. Should fewer than fifteen people be registered for the event 14 days prior to the scheduled date, Olympia will regrettably cancel the event. If the event is sold out, you will be placed on a waiting list and notified if there is a cancellation. Important: If any event details do change, we will communicate directly to each person registered to attend.

This Educational Summit is being brought to you by:



SCHEDULE

8:30 AM - 10:30 AM

WE FIX LEAKY CHIMNEYS

by Stuart Karanovich

- The Masonry Chimney as a System
- Why do all Chimneys Leak?
- Identifying Water Intrusion Points
- The 7 properties of a Properly Constructed Crown
- What Constitutes Proper Flashing
- Identifying Common Improper Construction Practices
- Repair or Replace, When is it Appropriate

CSIA CEU's: 3.00 Technical

10:45 AM - 12:45 PM

BUSINESS BUILDING

With Sooty Bob Daniels

- The formula for Closing Every Sale
- Simplified Forward Scheduling
- Goal Setting - The Overlooked Sales Weapon

CEU's: TBD

12:45 PM - 1:30 PM

LUNCH *Sponsored by Copperfield Chimney Supply*

1:30 PM - 4:30 PM

DEVELOPING & MAINTAINING POSITIVE REALTOR RELATIONSHIPS

by Bill Ryan

- Communication w Realtors
- Educating Relators
- Earning Referrals
- Marketing Your Services
- Building Your Brand Through Real Estate

CEU's: TBD