

Webinar Classes

Aug 3, 2020 - Oct 5, 2020

Date	Time	Webinar Title	Brief Description	Duration	Link
08/03/20	1:00p EST	How to Run an Effective Roofing Business in a Storm Environment-Session 2 of 10 -How to get Roofing Leads	Expert Value Speaker Series - Guest Speaker: Wade Baughn, Vice President - AHS In part 2 of this 10 part webinar series "How to Run an Effective Roofing Business in a Storm Environment", Wade gives you tips on how to get roofing leads by using his proven techniques.	60 min	Click Here
08/07/20	12:00p EST	Storm Response Made Simple with GAF WeatherHub powered by AccuWeather	Storm season is in full swing! Join us to learn how to find leads, plan jobs fast, and close more sales after severe weather hits with GAF WeatherHub Powered by AccuWeather.	60 min	Click Here
08/10/20	1:00p EST	How to Run an Effective Roofing Business in a Storm Environment-Session 3 of 10 -How to identify storm damage	Expert Value Speaker Series - Guest Speaker: Wade Baughn, Vice President - AHS In part 3 of this 10 part webinar series "How to Run an Effective Roofing Business in a Storm Environment", Wade Baughn gives you the information you need to effectively identify storm damage.	60 min	Click Here
08/12/20	1:00p EST	What it Means to Be a Real Leader and Why you might be Accidentally Failing your Team	Expert Value Speaker Series - Guest Speaker: Jon Paramore Jon Paramore addresses what leaders MUST do to improve their leadership skills in order to stop failing their teams.	60 min	Click Here
08/17/20	1:00p EST	How to Run an Effective Roofing Business in a Storm Environment - Session 4 of 10 - Overcoming Objections, Using Initial Contracts and Setting Customer Expectations	Expert Value Speaker Series - Guest Speaker: Wade Baughn, Vice President - AHS In part 4 of this 10 part webinar series "How to Run an Effective Roofing Business in a Storm Environment", Wade Baughn explains how to deal with customer expectations and objections.	60 min	Click Here
08/18/20	11:00a EST	Set the Expectations and Win the Referral!	In this Webinar we will discuss setting expectations so that reality meets or exceeds the expectations and win the referral.	45 min	Click Here
08/18/20	3:00p EST	Coatings Basics II	Join Jon and Rocky for the second installment of Coatings Basics. This time they will focus on how to estimate and set up for success in a roof restoration project. Learning Objectives: 1) Understanding coverage rates: Illustrating Wet Mil v. dry mil thicknesses and explaining the difference between solids content by weight and by volume 2) Exploring the Estimating process: considerations for estimating the various substrates that coatings can be applied to. 3) Explaining the Staging of a project:	45 min	Click Here

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			Considerations for loading, storing and protecting new materials for maximum installation efficiency.		
08/24/20	1:00p EST	How to Run an Effective Roofing Business in a Storm Environment- Session 5 of 10 Using Codes with Insurance Adjusters	Expert Value Speaker Series - Guest Speaker: Wade Baughn, Vice President - AHS In part 5 of this 10 part webinar series "How to Run an Effective Roofing Business in a Storm Environment", Wade Baughn educates you on what you will need to know prior to meeting with Insurance Adjusters.	60 min	Click Here
08/31/20	1:00p EST	How to Run an Effective Roofing Business in a Storm Environment- Session 6 of 10 Reading the Scope (AKA the Insurance Estimate)	Expert Value Speaker Series - Guest Speaker: Wade Baughn, Vice President - AHS In part 6 of this 10 part webinar series "How to Run an Effective Roofing Business in a Storm Environment", Wade Baughn explains how to review and understand the insurance estimate.	60 min	Click Here
09/14/20	1:00p EST	How to Run an Effective Roofing Business in a Storm Environment - Session 7 of 10 -Using Contracts to Upsell and Finance	Expert Value Speaker Series - Guest Speaker: Wade Baughn, Vice President - AHS In part 7 of this 10 part webinar series "How to Run an Effective Roofing Business in a Storm Environment", Wade Baughn gives you tips on how to upsell and inform the homeowner how to finance the scope of the job.	60 min	Click Here
09/21/20	1:00p EST	How to Run an Effective Roofing Business in a Storm Environment - Session 8 of 10- Understanding the Installation Process	Expert Value Speaker Series - Guest Speaker: Wade Baughn, Vice President - AHS In part 8 of this 10 part webinar series "How to Run an Effective Roofing Business in a Storm Environment", Wade Baughn explains the installation process and the benefits of enhanced warranties	60 min	Click Here
09/28/20	1:00p EST	How to Run an Effective Roofing Business in a Storm Environment - Session 9 of 10- Supplementing with Missing Code Items Using Xactimate	Expert Value Speaker Series - Guest Speaker: Wade Baughn, Vice President - AHS In part 9 of this 10 part webinar series "How to Run an Effective Roofing Business in a Storm Environment", Wade Baughn shows you how to maximize your claim amounts through Xactimate.	60 min	Click Here
10/05/20	1:00p EST	How to Run an Effective Roofing Business in a Storm Environment - Session 10 of 10- Collecting Payment and Finalizing the Process	Expert Value Speaker Series - Guest Speaker: Wade Baughn, Vice President - AHS In this final installment of the webinar series "How to Run an Effective Roofing Business in a Storm Environment", Wade Baughn explains how to collect final payments and to finalize the process.	60 min	Click Here

