

**Did you know that the presentation & accuracy of the estimate determines how fast you get paid? A Perfect File™**



## **Certification to the next level! Become Perfect File Certified**

It's no secret the insurers want more from the contractor and it is in the area of documentation.

- Is your file and estimate payment ready?
- Are you taking the time to set up your file for the insurance company to make it easy for them to review?
- Are you aware the #1 complaint from the vendors is that the file does not stand on its own?

***THE PERFECT FILE™ IS THE CLASS FOR YOU!  
Hear direct from an insurance carrier on their needs***

Learn and practice how to:

- ✓ Mitigation training - equipment use and selection, psychrometry, heat application
- ✓ Introduction to the commercial side of mitigation claims
- ✓ Understand customer service through the eyes of the insurer
- ✓ Provide accurate file documentation
- ✓ Create a platform to ensure mitigation first on as many claims as possible
- ✓ Learn how to structure the estimate to make it easy to pay
- ✓ Determine the Top 10 components of each file
- ✓ The estimate matrix
- ✓ Maintain profitability while meeting the insurer requirements
- ✓ Create consistency on each and every file
- ✓ Learn the 5 key techniques to close your file within 7-12 days
- ✓ Know how to calculate the equipment loads and balance electrical requirements

This class will put you into practice immediately and provides necessary tools for owners, estimators, project managers and so many others.