



Estimating Accuracy Essentials (Part 1)

In the first installment of our multi-segment Estimating Accuracy Essentials seminar series, we'll explore how to accurately diagnose all the operations involved in one of the industry's highest volume segments: light damage, fast track, SINGLE PANEL REPAIRS!

This will be a highly interactive, can't miss discussion where **we'll identify REASONABLE, REALISTIC, and DOCUMENTED METHODS for uncovering and capturing billable labor hours for OPERATIONS YOU'RE PERFORMING TODAY!!**

DISCUSSION TOPICS – AGENDA OVERVIEW

The 'Y' Factor

A mainstay of our seminars is a discussion of the REAL reasons behind the objectives. We'll discuss the far-reaching, significant impact the quality of our estimates has on the **quality of life for everyone on the team...their families...and the entire industry!**

Single Panel Repairs

There are TREMENDOUS opportunities to **fairly and reasonably improve** our repair plans for 'simple' **single panel damages**. We'll review proven techniques for analyzing single panel repairs and focus on understanding, approximating, and using a single panel price **prior** to writing the estimate and **why**.

Estimate Comparison!

Based on photos we distribute, **each attendee will be asked to write and submit a damage estimate prior to the seminar**. We'll compile the results and use the information for a VERY interactive discussion!

Best-In-Class Estimating Techniques

What makes an estimate best-in-class?? We'll review and discuss multiple **examples of complete and thorough estimates** and identify **how YOU can incorporate the techniques** into YOUR repair plans! PLUS we'll tie in the importance of job costing!

Local Market Metrics

Using data from YOUR local and regional market, we'll share **industry averages and top quartile performance in severity and more!**

The material we'll discuss is **applicable to ALL shops** regardless of facility size, sales volume or your insurance relationships!

OUR PRESENTERS



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NJ North SEMINAR

Tuesday, JUNE 25, 2019 3:00 - 8:00 PM
 Dinner Is Included!

Hilton Garden Inn Springfield
 304 US-22
 Springfield Township, NJ 07081

~~\$350~~ **Has Been SLASHED to \$150**
 Per Attendee Thanks To Our Sponsors!!!

Registration Is LIMITED And REQUIRED:

<https://QLCEstimatingP1Springfield.eventbrite.com>

We Will Not Be Able To Accommodate Unregistered Walk-Ins

Why You NEED TO ATTEND This Seminar:

Write an effective, **consistent** Repair Plan that captures the billable operations being performed!

Help the industry's overall consistency!

MAXIMIZE THE QUALITY OF LIFE FOR YOU, YOUR TEAM AND YOUR FAMILIES!

WHO Should Attend:

This seminar is geared to ANY AND ALL LEVELS OF ESTIMATING EXPERIENCE from novice to expert! Easily half the value you receive will be generated by the interaction with your associates in the industry!

Please thank our sponsors for their assistance and dedication to the industry.
 Their support has **SIGNIFICANTLY REDUCED** the attendance fees!



Sign Up For A New AASP-NJ Membership At The Seminar And
\$100 Of Your Registration Fee Will Be Applied To Your Association Fees!