

Get Paid For More of What You Do!

Introducing the latest SMART seminar to kick start your business



SMART Damage Analysis

Whether you call it estimating, blueprinting or writing a damage report, every collision repair center generates and negotiates damage evaluations. This seminar, new in 2005, is designed to help shop estimators improve their skills through the implementation of Estimating Standard Operating Procedures and improved damage documentation.

What You Can Expect to Learn

- How to understand impact forces.
- How to improve your estimating process.
- How to find all the damage the first time.
- How to reduce supplements by capturing "Not Included" items and additional labor.
- The deciding factors in whether to repair or replace.
- Proper structural repair diagnosis and costing.
- How to diagnose mechanical damage.
- How to justify and communicate your decisions to customers and insurers.

Seminar Length 1 day

Who Should Attend

- Collision Center Owners, General Managers, Production Managers and Estimators
- Jobber Owners and Managers
- Insurers

Cost and Location Contact your local DuPont Performance Coatings distributor for cost and location of a SMART program near you.

