ABSDA TRAINING PROGRAMS

Manual Estimating Level 1

Decks/Sheds/Garages and Front Counter Estimating Tools



Monday & Tuesday, November 23, 24, 2026
RECC, Millbrook Room - 625 Abenaki Rd, Truro, NS

WHO SHOULD ATTEND?

Sales and estimating staff who are new to estimating.

This course is developed and provided by ABSDA to introduce a respectful process to understanding and completing manual take-offs for simpler building projects.

This course will give you the tools and training to help give better customer service in the estimating of building materials for deck, shed, and garage projects as well as front counter sales. It details and explains the processes required to become better at understanding your customer, visualizing and breaking down building projects, understanding component and products use and calculations including waste considerations.

Monday: 8:30 am - 4:30 pm
Tuesday: 8:30 am - 4:30 pm

COURSE OBJECTIVES

1. Basic knowledge of estimating for an assortment of projects including decks, garages and roofs
2. Gain a knowledge base of products used for these projects
3. Learn basic building practices

TOPICS COVERED

- **Estimating as part of the sales process**
  Customer interview – Project scopes
- **Estimating Processes**
  Project breakdown
  Component and product applications
  Waste understanding and applications
- **Blueprint Reading**
  Introduction of deck, shed and garage levels
- **Detailed Deck Estimate**
- **Detailed Garage Estimate**
  Both gable and hip roof styles
- **Toolbox of industry accepted formulas & tips**
  Fasteners, Roofs, Conversions

Pricing based on total registrations

(including course materials and lunch)

Less than 15 participants
$499 + HST per person

15 participants or more
$449 + HST per person

Non-member
$699 + HST per person

Cancellation/Substitution Policy:
Substitutions within the same company are possible without penalty. Cancellations 6 days or less, prior to the seminar, will be subject to a 33.33% cancellation charge.

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REGISTRATION FORM – MANUAL ESTIMATING LEVEL 1

Company Name: _____

Mailing Address: _____ City: _____ Province: _____ Postal Code: _____

Company Contact: _____ Telephone: _____ Email: _____

Participant Names (please print or type)

_____ Email: _____
_____ Email: _____
_____ Email: _____
_____ Email: _____

Method of Payment:
☐ Bill our Company
☐ Visa/MasterCard

Card # _____ CVV _____

Expiry _____

Return Form To: ABSDA, 70 Englehart Street,Dieppe, NB E1A 8H3
Phone: 506-858-0700 Email: goguen@absda.ca

Seminar fees are subject to HST
HST #R106736168

ABSDA TRAINING PROGRAMS

Manual Estimating Level 2

House, Roof and Metal Sheathing Estimating Tools



Wednesday & Thursday, November 25 & 26, 2026
RECC, Millbrook Room - 625 Abenaki Rd, Truro, NS

WHO SHOULD ATTEND?

This program is recommended for retailers new to home estimating and those currently involved in home estimating.

Participants will learn processes which will improve their time and efficiency with estimating projects.

This course will give you the tools and training to help give better customer service in the estimating of building materials for house, roof and metal sheathing projects. It details and explains the processes required to become better at understanding your customer, visualizing and breaking down building projects, understanding component and products use and calculations including waste considerations.

Wednesday: 8:30 am - 4:30 pm
Thursday: 8:30 am - 4:30 pm

COURSE OBJECTIVES

1. A good understanding of building practices
2. Gain a knowledge base of products used in the construction of homes
3. Learn to produce an accurate and professional estimate for home buyers

TOPICS COVERED

- **Estimating as part of the sales process**
  Customer interview – Project scopes
- **Estimating Processes**
  Project breakdown
  Component and product applications
  Waste understanding and applications
- **Blueprint Reading**
  Plan views, elevation and cross-section
- **Detailed Basic House Estimate**
- **Roof Estimating made simple with top down view understanding**
  Both gable and hip roof styles with valleys
- **Metal Sheathing Estimating concepts and accessories**

Pricing based on total registrations

(including course materials and lunch)

Less than 15 participants
$499 + HST per person

15 participants or more
$449 + HST per person

Non-member
$699 + HST per person

Cancellation/Substitution Policy:
Substitutions within the same company are possible without penalty. Cancellations 6 days or less, prior to the seminar, will be subject to a 33.33% cancellation charge.

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REGISTRATION FORM – MANUAL ESTIMATING LEVEL 2

Company Name: _____

Mailing Address: _____ City: _____ Province: _____ Postal Code: _____

Company Contact: _____ Telephone: _____ Email: _____

Participant Names (please print or type)

_____ Email: _____
_____ Email: _____
_____ Email: _____
_____ Email: _____

Method of Payment:
☐ Bill our Company
☐ Visa/MasterCard

Card # _____ CVV _____

Expiry _____

Return Form To: ABSDA, 70 Englehart Street,Dieppe, NB E1A 8H3
Phone: 506-858-0700 Email: goguen@absda.ca

Seminar fees are subject to HST
HST #R106736168