



Healthy Basement UNIVERSITY

Book Room Today

SEE BACK FOR DETAILS

CROWNE PLAZA WARWICK RI

Arrive Early

SPECIAL WORKSHOP

Monday Afternoon

(1pm - 4pm) August 21, 2017

2 DAY TRAINING

Tuesday & Wednesday

(7:30am to 4pm) August 22 - 23, 2017



Make It Happen!

Implementation Is The Key To Success

Join us!

Special Workshop

Workshop is designed to help Company Owners & Advocate(s) to help get to help implement the HBC & HCC Program.

Awards & Dinner

Reception dinner and recognition awards

2 Day Training

Topics include; Technical (Hands-On), Installation Training, Product Knowledge, Sales & Service, Marketing, Technology, Financing & Much More!

HBC & HCC Certification

Certification Testing is offered at this years HBU - *Details inside*



Contact us for more information Tel:1-866-279-2837
Email:GP-Team@GrateProducts.com

The process of executing any decision or plan successfully, involves how you implement your new ideas and how you build the culture to sustain the creation of those ideas.

Join us and bring your team!

We encourage owners to bring your team as they will also benefit from a wide range of topics including; Technical (Hands-On), Installation Training, Product Knowledge, Sales & Service, Marketing, Technology, Finance, Certified Healthy Basement Contractor Certified Testing and Much More!

Get Certified!

HBC & HCC Certification testing is offered at this years HBU for Certified Healthy Basement Contractor and or Certified Healthy CrawlSpace Contractor.

Certification Benefits

- Differentiates against the competition and sets you apart as an expert and leader.
- Establishes strong credential that signifies you have specific knowledge, principles and use best practices (Competence).
- More reliable, higher quality results, increased efficiency and consistency by professionals through the HBC & HCC Standard.
- Provides an on-going source of information (continuous learning).
- Increased employee retention.
- Personal satisfaction for continually improving and refining.

Register Today

Register **and** reserve your room today! Check in Monday, August 21, 2017 at 3:00pm. Book Online: Crowne Plaza, Warwick RI - Crowne Plaza - Warwick RI. Use Booking Group Code GPR (Special discounted rate is \$121.00 a night) Must book room by July 21, 2017 to receive discount.

Surprise Giveaway at the end of the HBU session!

We are asking all attendees to plan their return flights at a later time so that individuals can remain in training until the end of the HBU session on Wednesday. CE Credit Requirement.

Cost to Attend

- Includes:
- Awards dinner, Breakfast & lunch both days
 - All seminars
 - Healthy Basement University T-Shirt

Optional

- Certification testing (HBC and or HCC) (Add \$50.00)
- Certification/Certificate Identification Card

AGENDA: MONDAY, AUGUST 21, 2017

SPECIAL WORKSHOP FOR OWNERS AND HBC ADVOCATES

IMPLEMENTING THE HBC & HCC LEVELS PROGRAM

This special workshop is designed to help Company Owners and their Chosen HBC & HCC Company Advocate(s) to help get everyone in the company on the same page in regards to the HBC & HCC Levels and Grate Products Nationally Backed Warranty on GrateDrain & CrawlShield Systems.

- Why Implement Healthy Basement Certificate Program In Your Company? - *(Steve Andras (1pm – 1:30pm))*
- What Is Required To Enroll a Customer in our HBC/HCC Program? - *(Micah Andras - 1:30pm – 2pm)*
- Setting Up a System To Get Sales/ Crew and Service to Capture Photos - *(Mike Oliveira - 2pm – 2:30pm)*
- Train Your Staff To Understand & Explain the Healthy Basement Certificate Program - *(Todd Prosan 2:30pm-3pm)*
- Release Of New Healthy Basement Certificate Brochure *(Joe Pires - 3pm – 3:20pm)*
- Marketing Healthy Basement Certificate Program To Homeowners *(Steve Andras - 3:20pm – 4pm)*

Doing what
is right
for our customers!



\$299 per person / \$50.00 extra for HBC or HCC Certification. **Payment Options** Check, Credit Card, or 3 Month Payment Plan.
Receive 1 free for every 3 reserved. (ie. company enrolls 3 employees - they would get the 4th employee enrolled for free.)

AGENDA: TUESDAY, AUGUST 22, 2017

MORNING SESSIONS (Everyone)

Full Breakfast	
Welcome & Introductions	Todd Prosan
Make It Happen – Implementation Is The Secret To Success	Steve Andras
Grate Products' Jeopardy Game	Mike Oliveira
Break	
How To Delegate and Why	Todd Prosan
Why WiseAire Dehumidifiers?	Rob Clemens
Announcements & Plinko Game	Steve Andras
Lunch	

AFTERNOON BREAKOUT (Healthy Basement Certification Testing) Room A

General Review for CHBC Test	Micah Andras
General Review for CHCC Test	Mike Oliveira
Break & Networking	
HBC & HCC Certification Test	Micah Andras / Mike Oliveira
Correcting CHBC & CHCC Certified Test	Micah Andras / Mike Oliveira

GENERAL SESSIONS (All Others) (Room B)

Holding Employees Accountable – Necessary For Implementation	Todd Prosan
Implementing Storm Conditions	Steve Andras
Break & Networking	
Discipline People – Discipline Thought – Taking Discipline Actions	Steve Andras
Targeting Your VIT (Very Important Towns)	Dan Fitzgerald

AGENDA: WEDNESDAY, AUGUST 23, 2017

MORNING SESSIONS (Everyone)

Full Breakfast	
Announcements & Plinko Game	Steve Andras
Customer Referral Program	Joe Pires
PM Role Play asking for Referral) Micah Andras/ Knowlton Walsh	
Service Tech asking for Referral) Tim Xavier	
PM Role Play asking Contractor/ Professional What's Your Ideal Customer	
Flexi- Flange EZ (New Wall Flange)	Micah Andras
Grate Products - Tidy Wraps (New Cord Wraps)	Micah Andras
Sales Presentation Mobile App	Evan Islam/Micah Andras
Grate Products Resource Center	Joe Pires
Break & Networking	
Sump Pump Geeks Network	Mike Oliveira
New Product Announcement (Top Secret Until HBU)	Steve Andras
Implementing Marketing Ideas	Joe Pires & Tommy Kash
Announcements & Plinko Game	Todd Prosan
Lunch	

AFTERNOON BREAKOUTS Room A - Service WorkShop

How To Properly Service A GrateDrain System & Pump	Mike Oliveira
In-Field Servicing WiseAire Dehumidifiers	Rob Clemens
How To Schedule an Annual Maintenance Call	Bree Dias & Cheryl Bailey
Upselling a FastSump Inverter / Battery Back Up System	Rafael Villalona
Break & Networking	
Upselling Annual Service Plans	Tim Xavier
Upselling WiseAire TM Dehumidifiers	Mike Oliveira

GENERAL SESSIONS Room B - Sales WorkShop

Baby Step Your Way To Sales Success	Dan Raucci
Selling Healthy Basement Levels	Micah Andras/ Jason Weinstein
Break & Networking	
Rule Of 75	Todd Prosan

DAY ONE

7:30am - 12:00am
7:30am - 8:00am
8:00am - 8:30am
8:30am - 9:15am
9:15am - 10:15am
10:15am - 10:30am
10:30am - 11:30am
11:30am - 12:00pm
12:00pm - 12:10pm
12:10pm - 1:00pm

1:00pm - 4:00pm
1:00pm - 1:45pm
1:45pm - 2:15pm
2:15pm - 2:30pm
2:30pm - 3:30pm
3:30pm - 4:00pm

1:00pm - 4:00pm
1:00pm - 1:35pm
1:35pm - 2:15pm
2:15pm - 2:30pm
2:30pm - 3:15pm
3:15pm - 4:00pm

DAY TWO

7:30am - 12:00am
7:30am - 8:00am
8:00am - 8:30am
8:15am - 9:00am

9:00am - 9:15am
9:15am - 9:20am
9:20am - 10:00am
10:00am - 10:15am
10:15am - 10:30am
10:30am - 11:00am
11:00am - 11:30am
11:30am - 11:55am
11:55am - 12:10am
12:10pm - 1:00pm

1:00pm - 3:15pm
1:00pm - 1:35pm
1:35pm - 2:10pm
2:10pm - 2:15pm
2:15pm - 2:30pm
2:30pm - 2:45pm
2:45pm - 3:00pm
3:00pm - 3:15pm

1:00pm - 3:15pm
1:00pm - 1:45pm
1:45pm - 2:30pm
2:30pm - 2:45pm
2:45pm - 3:15pm



Healthy Basement UNIVERSITY

Special Workshop (Owners & HBC Advocates)
Monday, August 21, 2017
1:00pm to 4:00pm

Awards & Dinner
Monday Night, August 21, 2017
Starts at 6:00pm

2 Day Training
Tuesday & Wednesday, August 22-23, 2017
7:30am to 4:00pm

Book hotel by July 21, 2017
Discount price of \$121.00/night (Reg. \$153.00/night)

Things to do! - Hotel to Nearby Attractions

Experience Rhode Island Tours
Providence Performing Arts Center
Roger Williams Park Zoo
Providence River Boat Company
Historic Federal Hill
Twin River Casino
The Chocolate Delicacy
Culinary Arts Museum
Newport Grand Casino



Arrive early or extend your stay!

ENJOY NEW ENGLAND



Get Started Easy!

Reserve Your Room Today!

- Check in Monday August 21, 2017 3:00pm
- Use Booking Group Code GPR (Discounted rate is \$121 a night)
- Must book room by July 21 to receive discount
- Book Online: www.crownehotelwarwick.com

Register (Sign-up for HBU)

- Plan & coordinate all attendees from your company
- Register by contacting Maggie Tel: 1-866-279-2837 Ext 208
- Register Online: GrateProducts.com/HBU-2017.html
- Cost can be paid by credit card or can be invoiced

Book Your Flight (If you are flying)

- Arrive anytime before 3pm 08/21/2017
- TF Green Airport - PVD Providence RI
- Free shuttle from airport to hotel
- Rental cars are available

Newport Rhode Island

