

## Calendar of Events

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October 15, 2020  
- October 15, 2020

### **ELEVATE Roofing Basic Certification Course - October 15**

**Texas Star Conference Center**

**1400 Texas Star Parkway**

**Eules, TX 76040**

09:00 AM - 03:00 PM EST

*OWNERS - Do you have new employees who are new to the industry?*

*STUDENTS/VETERANS/CAREER CHANGERS - Are you looking into a career in roofing?*

*Join us as we delve into the basics you need to know to get started in the roofing industry. We will go over terms, materials, safety requirements and more.*

*At the end, all will get an NTRCA Basics Certification. Those who attend independently will be added to a database of potential employees to get exposure to those in the North Texas Roofing Industry who are hiring.*

*\*\*Those who attend through a company WILL NOT be added to the database for those hiring, but will have a record of attendance so your company can track your trainings.*

*Lunch will be served. \$100 per person*

*While we realize that as an essential industry, many have continued working as usual, we also want to do our part to keep everyone healthy. Please note that as we get closer to the date, NTRCA and our facility reserve the right to put certain social distancing and health guidelines in place. We are currently limiting the number of registrants so we can allow more space than usual between attendees. We also will be serving a plated lunch rather than having a buffet for guests to line up together and go through. If there are other guidelines that would make you more comfortable, please let us know prior to the event. If you or a person in your home are not feeling well, have been exposed to COVID-19, have a fever or other symptoms, please contact us. While we have expenses based on the number registered to attend, we also expect each registrant to do their part to avoid the spread of germs.*

December 3, 2020  
- December 3, 2020

**ELEVATE Roofing Basic Certification Course - Thursday, December 3**  
**Texas Star Conference Center**  
**1400 Texas Star Parkway**  
**Eules, TX 76040**

09:00 AM - 03:00 PM EST

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August 12, 2020

**Not So Mini Trade Show sponsored by Southern Shingles**  
**Grapevine Convention Center**  
**1209 S. Main Street**  
**Grapevine, TX 76051**  
10:00 AM - 02:00 PM EST  
Kristen Harford,  
kristen@ntrca.com

*Join us for the NTRCA Mini Trade Show on August 12, 10 am to 2 pm.*

*FREE to attend in person and online. We understand that COVID-19 may be keeping people away, work may be keeping you busy, or Grapevine may be a long drive for you, so we have made it possible for you to get the feel of being there all from your own phone, tablet or computer.*

*In person: Win fabulous prizes. Visit with awesome exhibitors. Drink an ice cold beer or coke.*

*Online: Win fabulous prizes. Hear from awesome exhibitors + leave/get contact info to reach out to them. Visit from your location.*

*We do ask that you register to help maintain appropriate numbers. [CLICK HERE](#) to select your ideal arrival window. (If you need to adjust a little, come on down! This is not meant to keep you from joining us that day.)*

*EXHIBITORS: [CLICK HERE](#) for more info on getting a table at the mini trade show or a spot on the virtual goody bag or both.*

August 20, 2020

**ELEVATE Roofing Basic Certification Course - August 20**

**Texas Star Conference Center**

**1400 Texas Star Parkway**

**Eules, TX 76040**

09:00 AM - 03:00 PM EST

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August 27, 2020

**ELEVATE - Facebook on a Budget Webinar**

**online - Zoom information will be sent that morning**

02:00 PM - 04:00 PM EST

Kristen Harford, 817-996-6853

Kristen@ntrca.com

September 3, 2020

**ELEVATE - Basics of Shingles Application**

**Roadrunner Roofing Supply**

**1900 Timberlake Drive**

**Arlington, TX 76010**

08:00 AM - 12:00 PM CST

Kristen Harford, 817-996-6853

kristen@ntrca.com

*Join Ryan Henderson, NRCA Qualified Trainer and Pro Certification Qualified Assessor, to learn how a roof is properly installed. By the end of this course, attendees should be able to demonstrate knowledge of basic shingle installation practices, identify installation and product deficiencies, identify possible areas of concern, and properly conduct pre- and post-project inspections.*

*This training is ideal for project managers, sales representatives, new installers, and anyone who wants to know the basics of NRCA shingle installation standards and who wants to be able to ensure the highest quality for their customers.*

September 16, 2020

**NTRCA Golf Tournament - TEAMS REGISTRATION**

**Bear Creek Golf Club**

**3500 Bear Creek Court**

**Dallas, TX 75261**

01:30 PM - 06:30 PM CST

September 24, 2020

- September 25, 2020

**CERTA Applicator Training brought to you by MRCA and NTRCA**

**TEXO Association**

**11101 North Stemmons Freeway**

**Dallas, TX 75229**

07:00 AM - 04:00 PM CST

Kristen Harford, 817-996-6853

kristen@ntrca.com

*Get your team CERTA Applicator Certified thanks to KPost, MRCA and NTRCA collaboration.*

*This full-day training is for installers who use roofing torches to apply polymer-modified bitumen roofing products. CERTA training shows how proper roof system configuration design and application techniques can result in fire-safe installations. We will spend time in the classroom and hands-on.*

*Lunch will be provided.*

*Earn 8 RCAT CE credits.*

October 8, 2020

**ELEVATE - Basics of Sales Processes**

**Texas Star**

**1400 Texas Star Pkwy**

**Euless, TX 76040**

08:00 AM - 12:00 PM CST

Kristen Harford, 817-996-6853

kristen@ntrca.com

*Join NRCA Qualified Trainer and Pro Certification Qualified Assessor Ryan Henderson to learn the basics of what it takes to be a professional salesperson in today's roofing industry.*

*We will cover:*

*Creating and following a sales process*

*Recognizing verbal and nonverbal cues*

*Closing more deals with some proven tips*

*Earning customer reviews and referrals and converting them into sales*

*Maximizing every customer interaction to set yourself apart*

October 8, 2020

**ELEVATE - How to Create a Sales Training Program**

**Texas Star**

**1400 Texas Star Pkwy**

**Euless, TX 76040**

01:00 PM - 04:00 PM CST

Kristen Harford, 817-996-6853

kristen@ntrca.com

*Join NRCA Qualified Trainer Ryan Henderson for an in-depth look at creating a sales training program for your team.*

*This class is geared towards helping owners, sales managers and sales associates identify a process to encourage constant growth and learning from within your company.*

*You will learn to identify areas for improvement, use data over emotions and to create company-wide and personal training programs that will work for you.*

*Sign someone in your company up for the Basics of Sales Processes (October 8, 8-noon) and someone in your company up for How to Create a Sales Training Program, and save \$50 with discount code SALES2020.*

*\*\*This course will count for 3 CE RCAT credits.*

October 16, 2020

**ELEVATE - NRCA Foreman Training**

**Texas Star**

**1400 Texas Star Parkway**

**Euless, TX 76040**

08:00 AM - 04:00 PM CST

Kristen Harford, 817-996-6853

kristen@ntrca.com

*Foremen and superintendents are in their positions because of their expertise on the roof. Give them the communication, leadership and management skills necessary to set them apart from the rest of the team.*

*Join National Roofing Contract Association and NTRCA for this important training to create leaders on your teams. Participants will get a special offer for \$200 off the NRCA Foreman ProCertification within 6 months of our class.*

*After participating in this course, participants should be able to:*

*Identify when to manage and when to lead*

*Identify positive and negative approaches to communication*

*Recognize their own communication styles*

*Improve their communication skills*

*Articulate specific ways to increase crew productivity*

*Increase their job management skills*

*Identify steps to improve their own leadership skills*

*Implement conflict resolution with employees in discipline situations*

*Translate learning to on-the-job situations*

October 29, 2020

**ELEVATE - How to Roof with Metal and How to Roof with Tile**

**TBD**

08:00 AM - 04:00 PM CST

Kristen Harford, 817-996-6853

kristen@ntrca.com

*Do you sell or install metal or tile roofs? Do you know the ins and outs of those materials? If you have wanted to get more involved in roofing with these materials, you don't want to miss this training.*

*\$150 for members to attend either metal OR tile, or \$250 for members to attend both sessions.*

*\$250 for nonmembers to attend either, or \$450 to attend both sessions.*

November 5, 2020

**ELEVATE - What's Your Price? Creating a Solid Estimate**

**Texas Star**

**1400 Texas Star Pkwy**

**Eules, TX 76040**

**09:00 AM - 12:00 PM EST**

*Join Dan Pitts to get proven steps for how to create an estimate. Before he even goes to Xactimate or any other tools, he knows what his estimate is to ensure costs are covered and profits are made to deliver a quality roof to his customers.*

*We hope you'll join us to learn his tips for knowing your price!*

*Members can join for \$150*

*Nonmembers \$250*

*3 RCAT CE Credits*