



March review

We had a busy month for education beginning with construction estimating. The students found the instructor knowledgeable and gave great information on bid procedures, bid submission and the overview of construction law.



Stay tuned for next spring when MCA hosts an estimating conference - a unique conference focusing not on how to estimate but rather project procurement and strategies. Sessions covered will include deal breakers, project risk and go/no-go strategies, putting together a proposal and what a general contractor looks for in its selection process - to name a few.

Our March product specific was on SaniFlo systems and becoming a preferred installer. A huge thank you to Ross Evans, National Sales Manager, for coming out from Ontario to help our service technicians and managers learn more about installations and trouble shooting. They enjoyed understanding more about the practical nature of the SaniFlo systems. Thank you to Wolseley Inc. for hosting this month's product specific.

Ross was also the facilitator for our "How to sell" seminar where the participants learned how to be a trusted advisor/partner, decrease your sales cycle but maximize your profits. The students found the interactive seminar informative and upbeat!

Don't miss this April's courses and check out our training [calendar](#).