SCIP EDUCATION DAY – EMERGING SPECIFIERS

Sunday October 31, 2021 | 9:00 am to 5:30 pm

I want to...

be · **train** · **talk to**

a Specifier

BE - Become a Specifier Track	TRAIN - Mentor/Train Track	TALK TO - Manufacturer's Rep Track
The person who thrives as a specifier • What are specifications? • Am I the right person?	**The person who thrives as a specifier** • Who should I mentor? • How do I sell this as a career?	**The person who thrives as a specifier** • What are specifications? • To whom am I speaking/selling?
What is a well-coordinated specification ? • What does this look like? • What is a project manual?	**What is a well-coordinated specification?** • Are there tools to help me explain and teach?	**What is a well-coordinated specification?** • Have you ever seen one? • Would you know if you did?
Drawings • Reading the drawings	**Drawings** • Teach them to read drawings	**Drawings** • Can you read drawings?
Research • Getting the information to prepare the specifications	**Research** • Teach them the various ways to research	**Research** • What is expected of me? • You are the resource!
Tools and Guidelines • Formats and masters • Software	**Tools and Guidelines** • Here's how you do it. • Here are the tools you can use.	**Tools and Resources** • What does this do for me? • Manufacturers' guideline specifications
Project Requirements • Owner's requirements • Codes, standards, references	**Project Requirements** • Tell them why these are necessary and important	**Project Requirements** • Which relate to your product? • Are you well versed in these?
Products • What is a product? • What are its attributes?	**Products** • Teach them about materials and products.	**Products** • Be ready to teach and explain your product • What is their best use and function?
Installation • Why does this matter?	**Installation** • Emphasize why installation is important	**Installation** • Be sure you understand how your product is installed and that you can explain it.
Submittals and Testing • How do we find out the end results of what is specified? Does it work?	**Submittals and Testing** • Review the purpose and how results will affect the project.	**Submittals and Testing** • Prove your product meets the requirements
Learning the Ropes • I'm sold! Where do I go to learn? • Practice on Monday and Tuesday	**Learning the Ropes** • Practice on Monday and Tuesday	**Learning the Ropes** • Practice on Monday and Tuesday