



### COURSE OBJECTIVES:

- 1] To master estimating complex property damage claims
- 2] To understand and decipher building plans, and structural engineering details
- 3] To write proper supplemental estimates and document a loss

### WHO SHOULD ATTEND?

- Property Claims Adjusters
- Restoration Contractors
- Building Consultants
- Project Managers
- Estimators
- Third Party Administrators
- Insurance Appraisers & Umpires



PRESENTS

## ESTIMATING STRUCTURE FIRES & LARGE LOSSES IN THE RESTORATION INDUSTRY



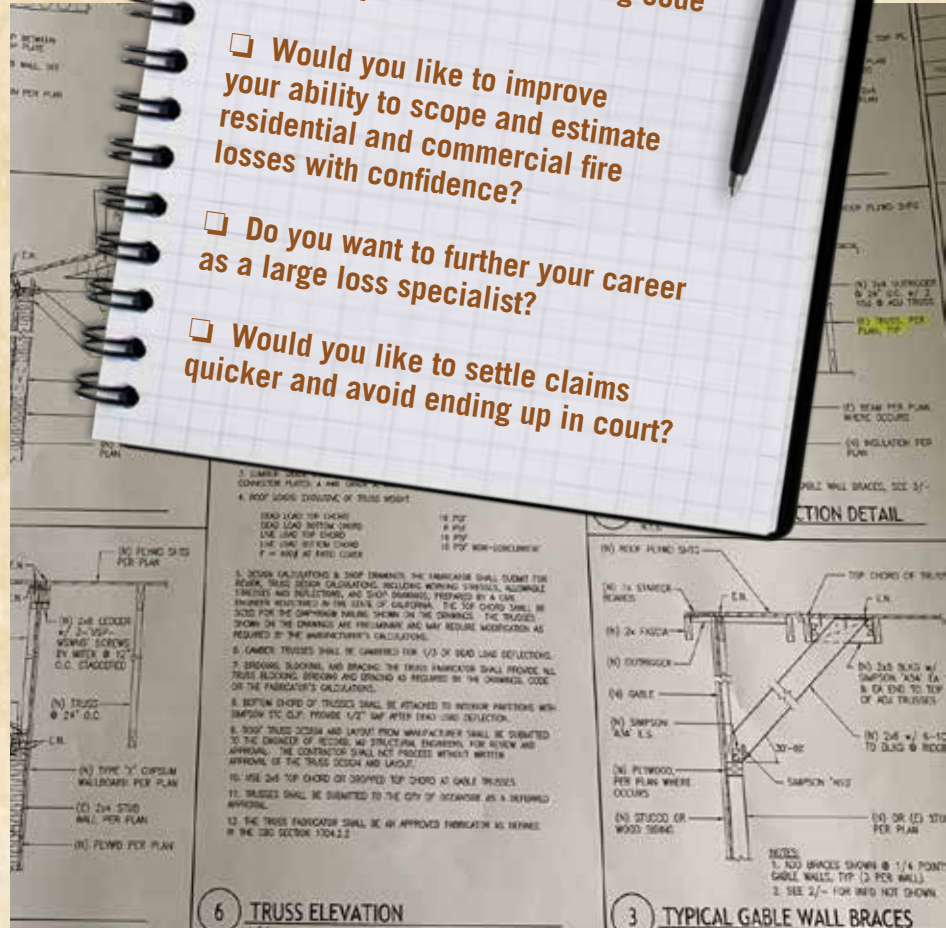
If you are a property claims adjuster or restoration contractor, you need to be able to accurately scope and estimate the repairs to buildings that have been damaged by all sorts of destructive occurrences. Whether it's a flood resulting from a pipe bursting, damages resulting from a tree falling on a roof, a vehicle collision, or a total fire loss, you need to be able to identify what needs to be done to restore the building to its pre-loss condition and accurately estimate the costs.

The problem facing the insurance and restoration industry today is that too much emphasis is put on using the Xactimate program and sketching and very little attention is given to the tasks needed to establish an accurate repair scope and valuation, especially on large complex losses.

For most property claims adjusters and restoration practitioners, writing an estimate on a basic water loss is relatively simple when most of the repairs typically involve visible finishes such as drywall, paint, flooring, and cabinets. However, when the damage involves more complicated issues such as framing, masonry, concrete, custom items or finishes, many estimators find themselves in way over their heads. This often leads to disputes, claim settlement delays, increased costs and litigation.



The good news is that you don't have to have 40 years of hands-on experience to be proficient in construction or restoration estimating. With proper training and a little patience, you can master scoping and estimating the most complex property losses.



❑ Would you like to improve your estimating skills for any type or size of property damage claim?

❑ Do you struggle with reading blueprints, deciphering engineer's reports, or estimating building code upgrades?

❑ Would you like to improve your ability to scope and estimate residential and commercial fire losses with confidence?

❑ Do you want to further your career as a large loss specialist?

❑ Would you like to settle claims quicker and avoid ending up in court?

### Here are some of the topics you can master:

- Estimating with Xactimate with the focus on line item entry
- Scoping complex large losses including fires, smoke claims, water losses, vehicle impacts, mold, storm claims, etc.
- Estimating items that don't exist in Xactimate's database
- Best practices on how to document a loss in the event you have to defend your estimate in court
- How to properly markup costs and cover overhead
- Deciphering structural engineers and lab reports
- Blueprint reading and determining code upgrades
- Leveraging Matterport cameras
- And much more!

### We offer:

- One-on-one training
- Group classes
- Onsite or remote large loss estimating and restoration training
- Remote peer review of estimates
- Support services





**LEARN HOW TO ESTIMATE LARGE LOSSES SUCH AS:**



**Structural Collapse**



**Fallen Tree Damage**



**Residential Fires**



**Commercial Fires**



**Smoke Damage**



**Mold Damage**



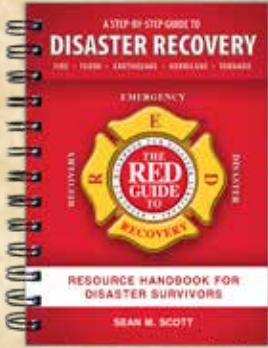
**Concrete Spalling**



# ABOUT YOUR INSTRUCTOR SEAN M. SCOTT



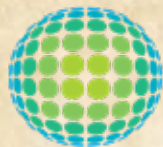
Sean Scott is a second-generation restoration contractor, estimator, and consultant who has spent over 43 years in the construction and restoration industry. Sean is actively engaged in large loss estimating, consulting, providing expert witness testimony, and serving as an umpire and appraiser for insurance appraisal claims.



Sean is also the Author of *The Red Guide to Recovery—Resource Handbook for Disaster Survivors*, *Secrets of The Insurance Game* and Co-Author of *The Native Family Disaster Preparedness Handbook*. He has also written and published numerous papers and articles including: *Restoring Smoke Damaged Textiles—What Does Clean Mean?*, *Addressing Toxic Smoke Particulates in Fire Restoration*, *Dioxins—The Most Hazardous Substance in Structure Fire Environments*, *What Do You Mean You Still Smell Smoke?!*, *Lead Contamination in Structure Fires—Lessons Learned From The Notre Dame Cathedral*, *Overhead & Profit—The 10 & 10 Myth*, *Restoring Buildings Damaged By Automobile Collisions*, *Dangers of Asbestos Contamination Post-Abatement*, and many others.



The keys to overcoming your estimating challenges is only a phone call away. Contact us today to get started.



**IICRC**<sup>®</sup>  
Institute of Inspection Cleaning  
and Restoration Certification

**XACTIMATE**<sup>®</sup>

Sean has been featured in or appeared on:



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