

2010 Seminars & Events

Date	Event	Host	Location	Registration	Contact
April 01	tes Seminar 8:00 am to 12:00 pm	ChemSolutions an interlinksupply Distributor	Pensacola, FL	850-434-6400	Frank Mariano
April 09	tes Seminar 8:00 am to 12:00 pm	Excel Cleaning Supplies an interlinksupply Distributor	Fort Myers, FL	239-768-0767	Matt Nelson
April 10	tes Seminar 8:00 am to 12:00 pm	Crown Cleaning Supplies & Equipment an interlinksupply Distributor	Orlando, FL	407-648-7004	Doug Snyder
April 19 to 23	Class: IICRC ASD & WRT Combo Advanced Structural Drying & Water Damage Restoration Technician	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Melissa Kelley
April 29, 30 & May 01	Connections Conference	Hilton Clearwater Beach Resort	Clearwater Beach, FL	888-881-1001 x104	
May 04	tes Seminar 1:00 pm to 4:00 pm	Iowa Paper, Inc. an interlinksupply Distributor	Iowa City, IA	319-354-9379	Ed or Cheryl
May 04 to 06	Class: The World's Fastest Drying System	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Melissa Kelley
May 05	tes Seminar 8:00 am to 12:00 pm	Able Service & Supply an interlinksupply Distributor	Janesville, WI	800-842-3620	Doug Mueller
May 05	tes Seminar 8:00 am to 12:00 pm	Advantage Marketing, Inc. an interlinksupply Distributor	Indianapolis, IN	317-297-0461	Kristen Bonwell
May 06	tes Seminar 8:00 am to 12:00 pm	Able Service & Supply an interlinksupply Distributor	Skokie, IL	800-842-3620	Jack Roth
May 06	tes Seminar 8:00 am to 12:00 pm	Advantage Marketing an interlinksupply Distributor	Erlanger, KY	859-647-7333	Kristen Bonwell
May 07	Class: The World's Best Agent Marketing Program	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Melissa Kelley
May 11	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Tucson	Tucson, AZ	877-467-3002	Dean Phillips
May 12	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Tempe	Tempe, AZ	800-720-0221	Dean Phillips
May 17 to 21	Symposium: Planning to WIN The Business of Restoration	Winner's Circle Training Center	Henderson, NV	800-658-5314 x 251	Taylor Laub
May 18 to 20	Class: IICRC ASD Course Advanced Structural Drying	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Melissa Kelley
May 25	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Tampa Bay	Largo, FL	800-282-6130	Jill Werth
May 26	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Omaha	Omaha, NE	800-283-0801	Jill Werth
May 27	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Kansas	Kansas City, KS	800-831-4399	Jill Werth
June 29	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Ontario	Ontario, CA	877-467-3005	Kim Heiman
June 30	tes Seminar 8:00 am to 12:00 pm	Central California Cleaning Supply an interlinksupply Distributor	Fresno, CA	559-271-8778	Tony Lima
July 01	tes Seminar 8:00 am to 12:00 pm	interlinksupply of Seattle	Tukwila, WA	866-320-8244	George Cazares
July 13 to 15	Class: IICRC ASD Course Advanced Structural Drying	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Melissa Kelley
July 20 to 22	Class: The World's Fastest Drying System	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Melissa Kelley

To view the complete calendar of events, visit us online at
<http://www.tesdryingsystem.com/events.html>
 You may also contact the **tes** hotline at (800) 948-1754.

The **tes**-timonial

Directed Heat Drying™

April 2010

TES-timonial: Dave Keiter - Yellow Van Cleaning and Restoration



Owning a 250,000 BTU, 5 TEX box unit is like drying on steroids! I purchased our second TES in January from Interlink of Omaha. Since late December we have not shut the two units down other than to move them. You do the math... 50 days with a four and five box units over \$150,000.00• in drying. We also purchased 5 additional E-TES units to add to our Six units already making money. We Actually dried 3 multi story "Lath and Plaster" homes with outstanding success. Even the Electrician was impressed with the ability to dry out these structures. We are still rattling the calculators but will invoice over \$250,000.00• in Drying since December 22, 2009 today being February 16th, 2010.



• Results may vary.

Interlink Financial Services



WHY USE INTERLINK FINANCIAL SERVICES?

CUSTOMER SERVICE:

- Dedicated to the cleaning and restoration industry
- Reliable and trustworthy team that cares about the success of each of its customers
- Will to "get-in-the-trenches" on each and every transaction
- Provides financing options tailored to each customer's business needs

DIRECT LENDING:

- More flexibility than other lenders in the industry
- Ability to customize programs to fit each customer's needs
- Financing available for companies in all stages of their business, from new start-ups to businesses with years of experience
- Fewer credit pulls and lesser fees

BENEFITS TO CUSTOMERS:

- Approvals are based on a credit profile and not credit score alone
- Contracts protect the customer's borrowing capacity
- Contract do not report on the personal credit reports of company owner's
- Provide trade-in options
- Exclusive Worry Free Maintenance program

FINANCING PROGRAMS:

- Choose between commercial leasing and Equipment Finance Agreements (loans)
- Set up a Pre-Approval and have financing in place ahead of time
- Additional programs such as the Home Owner's Support Program, the Insurance Program, the Van and Box Truck Program, and Good Year Program

Contact your Interlink Financial Services representative for additional product information and an application.

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TES is on Facebook!

Become a fan today to receive updates, post your pictures and videos of your TES, E-TES and jobs. We would also love to read your TES-timonials.

Become a Fan at www.Facebook.com and search for TES Drying System.

Reets Drying Academy - New IICRC Course: CDS (Commercial Drying Specialist)•

Looking to Expand Your Business? Learning how to handle larger losses properly will lead to an increase in revenue. Are you passing up opportunities because you don't have the experience? Have you taken on a few commercial losses, but lack confidence? This newest course from the IICRC will give you the knowledge and training you need to get the job done. No matter how large or small your company is you will benefit from this course.

Learn how to inspect, evaluate, dry, administer, and manage large losses. Instruction on damage inspection and evaluation, work flow management, process administration and technical methods of effective and timely drying of commercial, industrial, institutional and complex residential water-damaged structures, systems, furniture, fixtures, and equipment (FFE). Resources for this course include: the current ANSI/IICRC S500 Standard and Reference Guide for Professional Water Damage Restoration, reference media, scientific, technical, and industry resources. During this course students participated in a Commercial Loss Simulation in a large hotel.

CDS Course Material:

- Principles of Drying
 - Differences Between Residential and Commercial Structures Project Management, Project and Technical Coordination
 - Definitions of Commercial, Industrial, Institutional and Complex Residential Structures
 - HVAC systems, components, mechanics
 - Administration
 - Documentation and analysis
 - Negotiation and communication
 - Health and Safety
 - Re-assessment During the Project
 - Safety Plan
 - Hazard Control and communication
 - Engineering controls
 - Project Management
 - Planning, Staging and Project Set Up
 - Site Considerations
 - Calculations, Energy, Sizing, Equipment
 - Inspections
 - Microbiological Considerations
 - Commercial Construction Practices
- Drying Complex Structures, Systems and Materials
 - Advanced Psychrometry & Moisture Mechanics in Materials
 - Drying Complex Structures, Systems and Materials
 - Commercial Mechanical Systems and Air Management
 - Equipment Options
 - Climate Control
 - Air Flow and Control
 - Temporary Power Generation and Distribution
 - Case Scenarios including:
 - Commercial
 - Industrial
 - Institutional
 - Complex Residential
- * Prerequisites for this course are WRT and HST (or equivalent 10 hour OSHA course).



Now There's An Easier Way to Grow a Restoration Business!

Why should it take 15 or 20 years attending the "School of Hard Knocks" to finally reach your goal of a thriving, highly successful restoration business and all the perks that go with it?

Learning "the hard way" is stressful, expensive, can slow your growth, limit your potential and even put you out of business! Why not discover the secrets others have learned before you and how to successfully navigate the inevitable obstacles to your growth and success?

Interlink Supply is proud to introduce **Planning to Win: The Business of Restoration** symposium. This five-day training event is taught by renowned industry experts and focuses on the real-life **business** issues that every restorer will confront as their company grows.

"I've been a restorer long enough to tell you that there's a lot of opportunity in restoration but it isn't a 'get rich quick' business. My experience is that you have to learn how to deal with what's around the next corner — and how to successfully deal with it — before it happens. I wish this symposium existed 5 years ago!"

Symposium Highlights

- Reacting to the Dramatic Changes in Claims
- Successful Marketing Strategies Specifically for Restorers
- How Branding Gives You a Sustainable Competitive Advantage
- Using "Market Intelligence" to Dramatically Increase Success
- Turn-Key Marketing Programs to Build Your Business Fast
- How to Compete with the Franchise Players
- Marketing Plans That Put You on Success "Auto-Pilot"
- Secrets to Marketing to Commercial Property Owners
- Proven Success with Emergency Response Plans
- A New, Easier and More Effective Way to Sell
- Controlling the Sale Instead of it Controlling You
- How to Maximize Sales Productivity
- You CAN Work Successfully with Adjusters
- How to Get Paid and Manage Cash Flow Successfully
- Preferred Vendor Programs: Are They for You?
- The S500 and S520 From a Business Perspective
- Liability Secrets That Can Make or Break You
- Contract Information That Can Save Your Company
- How Claims Go South and What to Do About It
- Success with Large Losses, But Do You Want To?
- "Total Claims Accountability" and Your Future
- Moisture Map and Document Your Way to the Top
- Using Your Financials as a Management Tool
- Xactimate Secrets and Red Flags You Need to Know!
- Understanding Policyholder Psychology and Value
- **And Much More!**



www.PlanningtoWin.biz

**Register Now
Seats Are Limited!**
Dates: May 17-21, 2010
Location: Winner's Circle, Las Vegas

To register or for more information visit www.PlanningtoWin.biz

**Free Recorded Message at
(888) 287-1821 ext. 8601**