

2010 Seminars & Events

Date	Event	Host	Location	Registration	Contact
March 02 to 04	Class: IICRC ASD Course Advanced Structural Drying	Reets Drying Academy	Sharpsburg, GA	770-712-7293	Melissa Kelley
March 02	tes Seminar 8:00 am to 12:00 pm	New England Steamway an interlinksupply Distributor	Wallingford, CT	203-269-8412	Shane Beaty
March 03	tes Seminar 8:00 am to 12:00 pm	interlinksupply by Allied Equipment and Supply	Canton, MA	781-828-9003	Anthony Balzarini
March 04	tes Seminar 8:00 am to 12:00 pm	Express Distributing an interlinksupply Distributor	Billings, MT	800-406-6022	Bill or Jamin
March 10	tes Seminar 8:00 am to 12:00 pm	CleanSource an interlinksupply Distributor	Columbia, SC	803-781-7782	Herb Stutts
March 11	tes Seminar 8:00 am to 12:00 pm	CleanSource an interlinksupply Distributor	Charlotte, NC	704-525-8181	Jonathan Stutts
March 21	PLRB/LIRB Claims Conference	Henry B. Gonzalez Convention Center	San Antonio, TX	630-724-2200	Registration Information
March 26	tes Seminar 8:00 am to 12:00 pm	Crown Cleaning Supplies & Equipment an interlinksupply Distributor	Jacksonville, FL	904-636-0773	Doug Snyder
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	Registration Information
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 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 x014	Taylor Laub
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

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™

March 2010

TES-timonial: Brandon Ramos - Elite Restoration and Cleaning Services



I have had a carpet cleaning business in Tyler, Texas for the last 6 years. I have been very interested in the restoration business and so when TES had a seminar in Dallas in August of 2009 I just had to attend the meeting. After attending the seminar I was just convinced that I needed to get in the restoration business and saw that TES was the future in the restoration industry. What was amazing is how the TES system and the Reets Drying Academy provide so much support for their TES and ETES owners. At the seminar I actually won a FREE ETES and after using it on a couple of small jobs I just couldn't believe how effective the ETES was! I was totally convinced and realized I needed the TES trailer. In December of 2009 I pulled the trigger and purchased a TES unit.

In January 2010 - East Texas had a week of extremely cold weather. Due to the weather I received a call on a Saturday evening from a commercial account that I clean carpet for and he stated that his office building had water coming out of the front doors. I was a little intimidated by the call but I told him that I can take a look at it and get started extracting the water from the offices, plus in my mind I can use my TES unit that I just purchased.

What I didn't realize was that when I arrived at the job the office building was huge! After I walked thru the building with the owner I counted 47 offices and 8,900 sqft that needed to be dried! I was very skeptical, however with the support from James Longley, Stanley Milstead from Interlink Supply and John Otero from TES they guided me on what we needed to get done. They also provided me with additional TES trail units, air movers, and equipment. It took me over 9 hours with 2 truckmounts to just extract the water out of the building. What made it worse in the hallway there were 2 5/8 sheets of gypsum sandwiched together. When the adjuster showed up to take a look at the job, he stated that we needed to cut the dry wall and do a lot of reconstruction. I told him that with the technology of Directed Heat Drying we will have very little reconstruction cost. He stated that he would be surprised if we dried out the structure without cutting the drywall out. Not only was he surprised with the results but that I was definitely on his preferred vendor now for mitigation jobs especially if I could dry structures out this fast.

I had to use 2 TES units, a lot of air movers and only 2 dehumidifiers, by the time we were done the adjuster was shocked that we dried offices with VERY little reconstruction. If it wasn't for the TES unit there is no way I could have dried out 47 offices in 4 days. Not only that but we were about to save a wood floor in the front lobby where they just spent \$26,000 for the wood floor. I forgot to tell you how much I made on my first job with the TES unit - \$64,000!!* Plus the adjuster stated that he was going to put us as one of his preferred vendors because he has never seen results like this with new technology of Directed Heat Drying. I am so glad that I invested in TES and just can't believe the support that I received from TES and Interlink Supply. I am looking at purchasing my second TES unit next month.

*Results may vary.

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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