

MOLD H.E.L.P.

MOLD - Healthy Environmental Living Program

Testers;

Are you interested in making more money but were afraid to do mold testing in the past or do you do mold sampling but would like make more money on the same jobs your already doing while lessening your liability and have a marketing program that will get the realtors loving you for doing mold testing for them? Then this program is for you. I know because I have taken even the toughest Realtors and made them want our services!

This is a 12 hour class that covers basics to an advanced understanding of mold and the issues related to mold being in buildings. This class covers the latest in sampling techniques and remediation versus cleaning, when and how they apply. The basis of this class is the EPA schools and commercial building guide and the EPA mold in homes books as well as my findings over the past 15 years. A contribution of the science portion comes from Dr. Cardiman and his development in the industry over the past 10 years.

DAY 1

1. A journey into the world of mold
This covers the basics of what mold is, the most common types that you will encounter in testing, what it takes for mold to grow and its life cycle. This will help in understanding why certain molds show up in certain conditions, what the growth patterns are, and the different stages you can encounter mold in buildings.
2. Is Mold a Health Issue
This segment will cover the health aspects of people encountering mold. What the health concerns are, how people react to it and how to handle it when people look for an EPA limit when there isn't one.
3. Water Intrusion and mold in our homes
Water intrusion is a very big aspect to the discovery and cause of mold issues. In this segment we cover the moisture that causes the mold issues, the different forms it comes in, how to identify it and explain it in a way that is useful for the client, and review of cases that have been resolved. Here you will learn some forensic water intrusion techniques that help identify the patterns of water issues.

4. Mold Testing Protocols 1

This segment will take the results of the water intrusion evaluation and a look into what it would take to correct it including building practices and how to put this into a report while linking it to the mold issues. This will also help to identify the scope of potential mold issues and the testing that will need to be done to identify the scope of cleanup needed. The next part of this is to go through the protocols for testing and how to interpret the results and come up with a full report that is meaningful to the client and adheres to the EPA guidelines of identifying the full scope of what needs to be done.

5. Mold testing Protocols 2

Segment 5 covers the different equipment available and which is best to use for which circumstance, sample types that can be used and the proper procedures in which to take the samples. This also goes through hands on sampling techniques and breakout sessions on what to do under different scenarios.

6. Mold Investigations

In this segment we cover the different types of investigations and how to narrow the scope of what you will need prior to going out on site. This includes a client questionnaire, EPA booklet and forms to guide you through the investigation and how to build your file properly. Here we will cover the different types of clients you can have and how to handle them professionally.

7. Mold Remediation methods

This segment uses the guidelines set by the EPA and CDC to oversee cleaning or remediation and will help in determining which is best and when you know the job is complete. We will cover the expectations and timelines for each.

DAY 2

8. Legal aspects of Mold testing with contracts and proper forms
This covers the legal concerns and what contracts you will need to protect you. You will get copies of contracts and forms to get you going or to bounce off what you already have. We will cover the chain of custody and how it works for you.
9. The phone call and how to handle each type
Handling the call can either put you in liability or loose the job if you're not careful. We take the 3 types of calls you get and show you how to lock them in and protect yourself.
10. Setting up the network
This is the marketing part where we set you up with a marketing program including power points and show you how to use them. We give you marketing forms that you can use or Tayler your own with this information.
11. Marketing the program
You are given 2 power points and tools to teach and market this program. In this portion you will be shown how to use the tools and we will connect you with some people that can help drive business to you. This is a unique opportunity where almost every one taking the classes will have someone from your area that will attend to drive work to you so come prepared to learn, practice and get business.