

## TESTIMONIAL FROM ONE OF OUR PDCA OF HAWAII MEMBERS

Being sent to the Estimating and Business Management Seminar in San Diego was hands-down one of the best training seminars I have ever been to.

Having been the bookkeeper for Jade Painting, Inc. for 10 years, I had always viewed estimating as somewhat untouchable. It was something to be feared. Estimating, from my viewpoint carried a heavy burden – the foundation of a painting business rested on good estimating. Without estimates that land work, there is no company on which to build. Blueprints made my head spin. Job costing, spread rates, quantity take-offs and overhead were simply terms I had heard around the office, but had no understanding of.

After attending the seminar, I feel that as someone who knew virtually nothing about this field, I now have a general understanding and a piqued interest in the world of estimating. Where there was once fear, there is now a basis of introduction and education – knowing that there is a science and method to the bottom line of a bid.

I cannot say enough about Robert Cusumano and Wanda Buchanan. They are truly experts in this field and approached the seminar with excellence and patience. This seminar covered a wide range of topics – from estimating methods, how to determine a scope of work, performing quantity take-offs, calculating labor, material and miscellaneous job costs, reading blueprints, figuring overhead and profit and even covering PDCA standards and contracts. I truly walked away from these two intensive days with a confident understanding of what had been taught. Prior to the seminar, I was apprehensive that the course would be “over my head” and that I would be sitting through the two days with my eyes glazed over, being exposed to terms that I wouldn’t understand. This was definitely not the case.

This seminar would be 100% effective for not only people (like me) in the introductory steps of estimating, but also for seasoned veterans who may need a refresher course, in need of sharpening their skill set. This seminar provides an opportunity for both the experienced and inexperienced estimator to work through, with professional experts, all aspects of what it takes to submit a thorough and confident bid.

I cannot recommend this course highly enough. It was worth every minute.

**Jade Painting, Inc.** – *Melissa McKenna*, Bookkeeper  
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