BIRD•B•GONE Inc.
UNIVERSITY

Sign up for our upcoming training!

SEATTLE, WA
March 19, 2019

RSVP: jeff@birdbgone.com

Hampton Inn & Suites by Hilton
2209 - 66th Avenue South
Kent, Washington 98032

Time: 8:00am-4:30pm

Understanding the nuances of bird control installations, how to attract clients and market bird control are essential components in growing your bird business. With Bird•B•Gone® University On-site, your team will learn the basics of bird control from professionally trained bird control specialists!

BENEFITS OF BIRD•B•GONE® UNIVERSITY ON-SITE

- Hands-on Bird Control Training at your location
- Learn from professionally trained Bird Control Specialists
- Attendees receive certificate of completion
- Attendees are eligible to become Bird•B•Gone® Authorized Installers

COURSE OUTLINE

Sales Training

Marketing Bird Control
- Why Customers Need Bird Control
- Networking
- Public Relations
- Advertising
- Sales Tools
- Job Site Promotion
- Target Market Identification

Site Evaluation
- Site Assessment
- Customer Assessment
- Using the Site Evaluation Form
- Mapping the Problem
- Tools & Access Equipment

Bird Biology
- Pest Bird Profiles
- Protected Species
- Disease
- Parasites & Infestation

Break

Products/Installation Overview

- Cleaning/Disinfecting/PPE
- Bird Gels
- Bird Spikes
- Bird Wire
- Bird Spider 360
- Repeller 360™
- Electric Track Systems
- Bird Netting
- Bird Slope
- Solar Panel Bird Deterrent Kit
- Professional Bird Traps

- Mist Netting
- Bird•B•Gone® Bird Hazer
- Laser Bird Deterrents
- Methyl Anthranilate Products

Lunch

Quoting, Pricing & Proposing the Job
- Complete Site Evaluation Sheet
- Estimate Cost of Labor
- Estimate How Many Men to Use
- How Long Will it Take?
- Key Questions
- Strategies
- Practice Examples
- Write a Good Proposal
- Make a Professional Presentation
- Demonstrate Solutions/Products
- Ask for the Order
- Follow-Up

Break

Installation Training

Hands-on Product Installation Training
- Bird Spike
- Bird Slope
- Bird Jolt Flat Track™
- Bird Wire
- Bird Netting
- Drilling/Hardware Attachments
- Cabling
- Attaching Netting to Cable
- Zipper Attachments

Final Exam

BIRD•B•GONE Inc.
800.392.6915 | www.birdbgone.com