



# POLYSCHOOL

SEMINARS FOR PROFESSIONAL GROWTH

BY POLYGLASS

# 602

## Sales Approach for Liquid Applied Membranes

Join us for a special edition of Polyschool, Online! This course is designed to enhance roofing contractors' knowledge as to what makes Polyglass products unique in the roofing industry and preferred applications. Focused on educating owners, managers, estimators and sales associates of roofing contractors.

**Sign up for this course today! [Click here to register now!](#)**

### **Polyschool 602: Sales Approach for Liquid Applied Membranes**

**THURSDAY, NOVEMBER 5th @ 2:00 PM EST**

Liquid Applied Membrane Prospecting & Sales Strategy is a 1-hour online course that is focused on educating owners, managers, estimators and sales associates of roofing contractors. This class will be focused on the nuances of generating liquid applied membrane jobs as it relates to where to find leads, how to approach customers, different call strategies and more.

- Finding & Identifying Key Sources for Your Prospects
- Identifying Decision Makers & Influencers
- Planning & First Contact
- Discover Needs, Develop the Right Questions & Roof Walks

