

RUGO

S T O N E

CEU COURSE OFFERINGS

- Lunch & Learn, In-person @ your location
(Northern VA, DC, MD only)
- In-person @ Rugo Stone, Lorton, VA 22079
(Stone Production Tour & CEU Course)

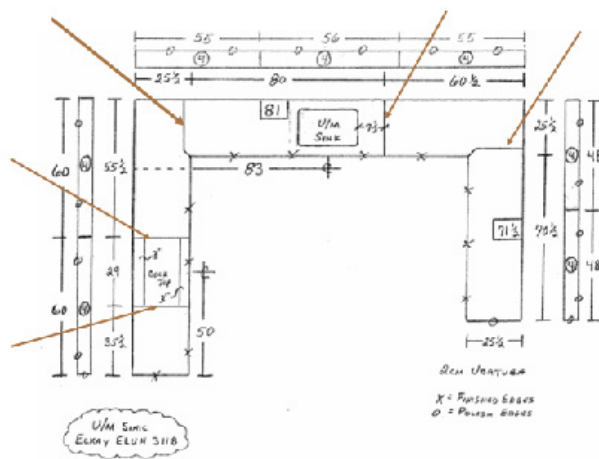
CEU COURSE OFFERINGS

PARTNERING WITH NATURAL STONE COUNTERTOP FABRICATORS & DISTRIBUTORS FOR INCREASED SALES



Working with Stone Companies

SEAM PLACEMENT



AIA COURSE NUMBER: NSI21, 1 LU

IDCEC: 105115, 8.3, 0.1 CEU

NKBA: 0.1 CEU

PROGRAM LENGTH: 60 MINUTES

CEU COURSE FOR ARCHITECTS & DESIGNERS

PARTNERING WITH NATURAL STONE COUNTERTOP FABRICATORS & DISTRIBUTORS FOR INCREASED SALES

Natural stone is one of the hottest building products in the world today with increased sales for many in the design and dealer communities. You rely on the credibility of natural stone fabricators/installers to help you exceed customer expectations. This session will guide you through the process needed to identify a quality natural stone company. This relationship is critical to develop an ally in the stone selection, fabrication, and installation processes.

Learning objectives include:

- Become knowledgeable on what to look for when choosing a natural stone company.
- Identify key ingredients needed in any business relationship specific to stone selection, fabrication, and installation.
- Learn to strengthen customer relationships.
- Enhance communication with fabricator to set customer expectations. (don't allow the customer to be confused)