

Teamwork makes the dream work



2023 FALL TECHNICAL CONFERENCE

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Embassy Suites by Hilton Grapevine DFW Airport North

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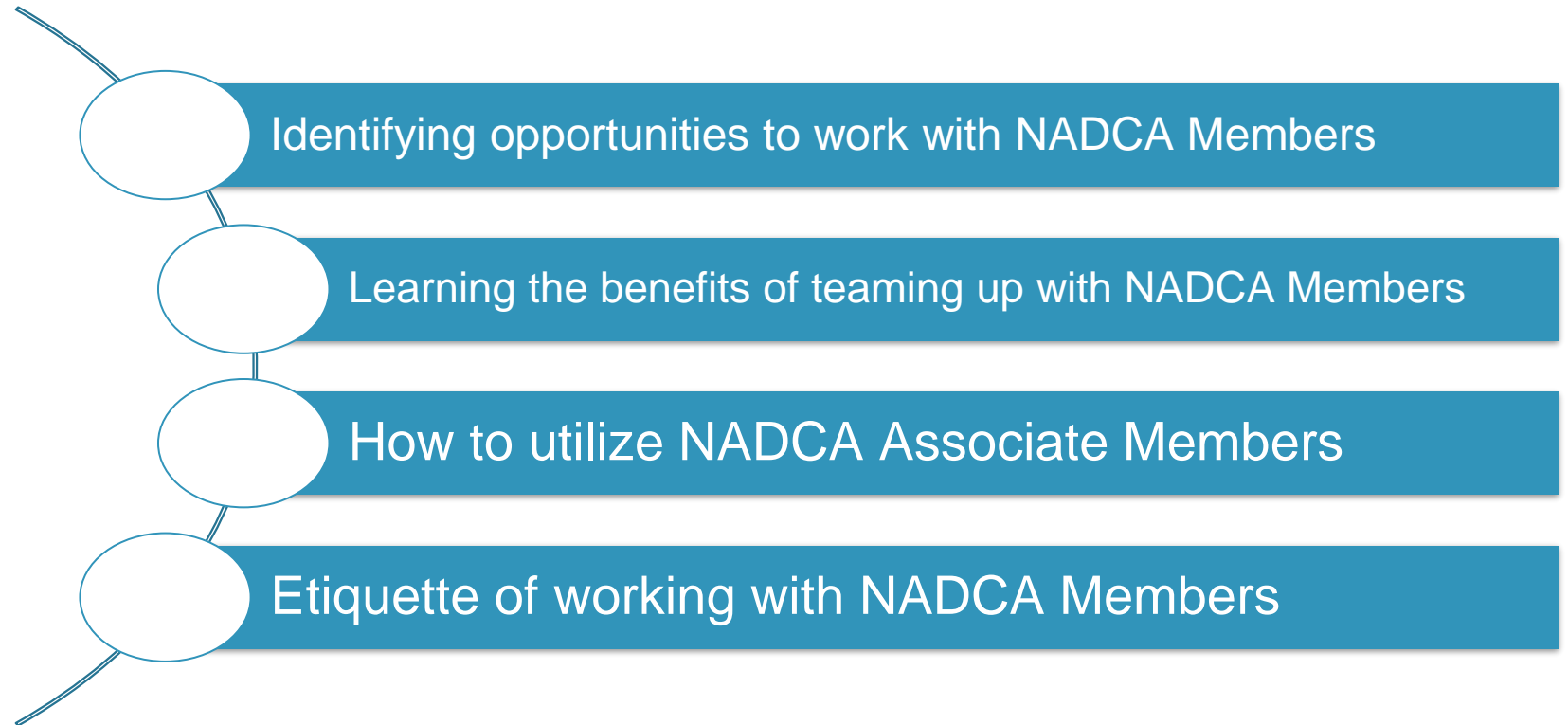
Disclaimer

This presentation is not intended to be a comprehensive program covering all aspects of this topic. All technicians are encouraged to read and follow all applicable standards, codes and regulations related to this topic.

- ✓ It is the responsibility of each individual contractor to follow local building codes and licensing requirements and to work safely in accordance with OSHA guidelines.
- ✓ It is the contractor's responsibility to take proper precautions on each project to prevent cross contamination. Always take the health and safety of the building occupants into consideration before you conduct any cleaning procedures.
- ✓ All of the following tips are only general tips. They do not cover every situation and it is your responsibility to adapt these tips to the individual system you are working on.
- ✓ The Instructor is not responsible in any way for the work you perform after viewing this slide show. You are responsible for your own work.
- ✓ The views and opinions following are the instructors' opinions and not necessarily the official position of the National Air Duct Cleaners Association.



What We'll Learn



Key Learning Objectives:

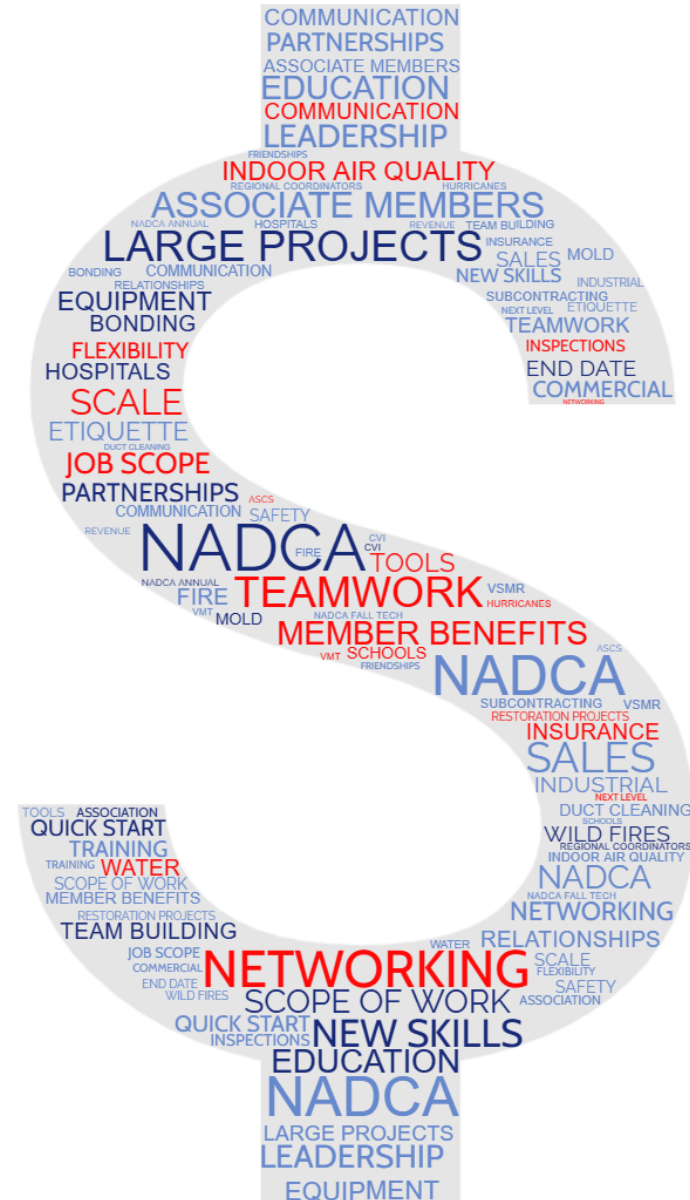
Identifying opportunities for teamwork with other NADCA members – grow your skills, tackle larger/more complex projects, additional manpower or specialized equipment, specialized licensing or insurance projects, flexible scheduling or longer workdays.

Participants in this session will learn about working etiquette, communication, scheduling, seniority, documentation, and setting expectations when working together.

We're all here to learn how to make more...

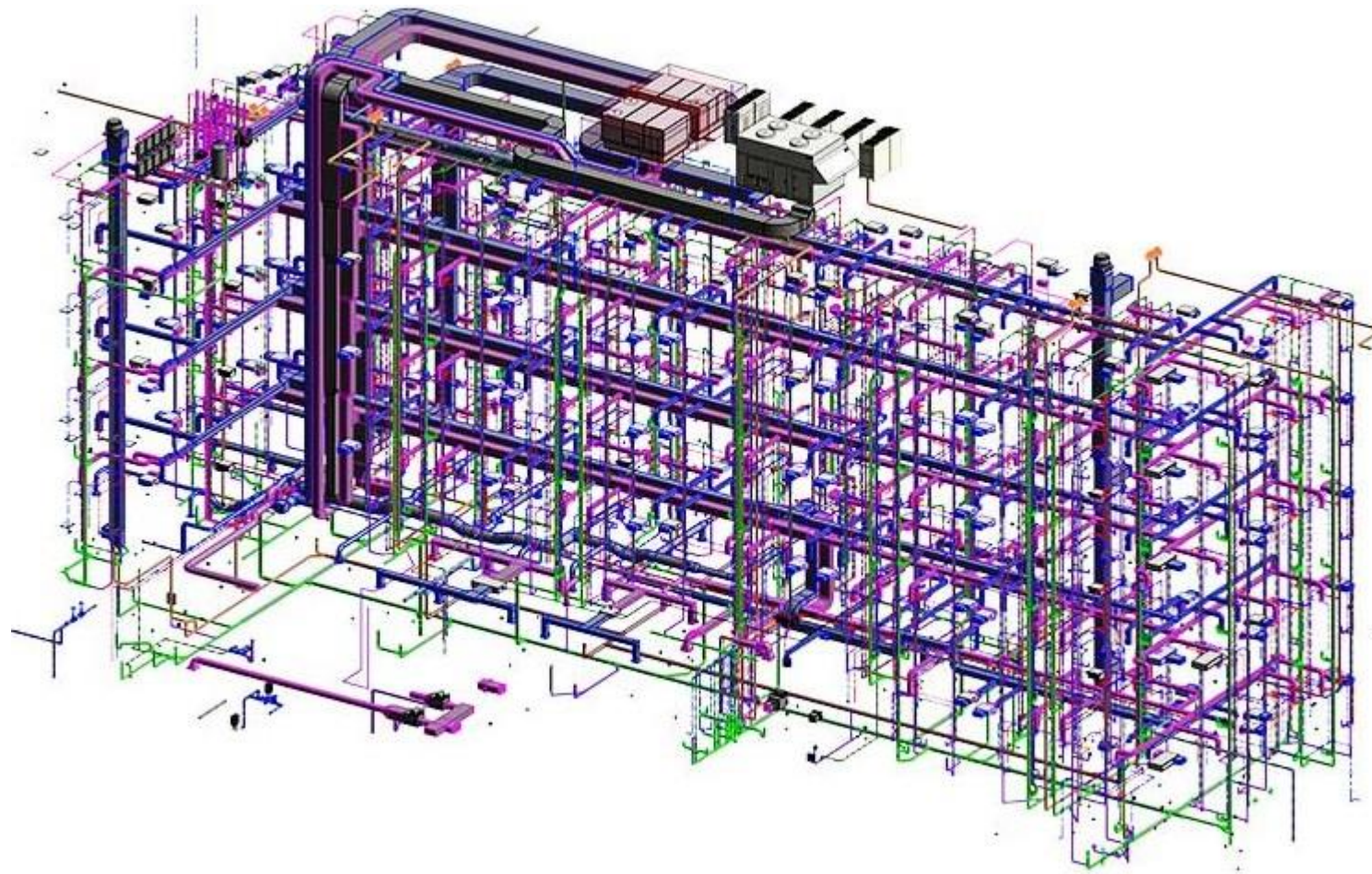


Teamwork Makes
The Dream work





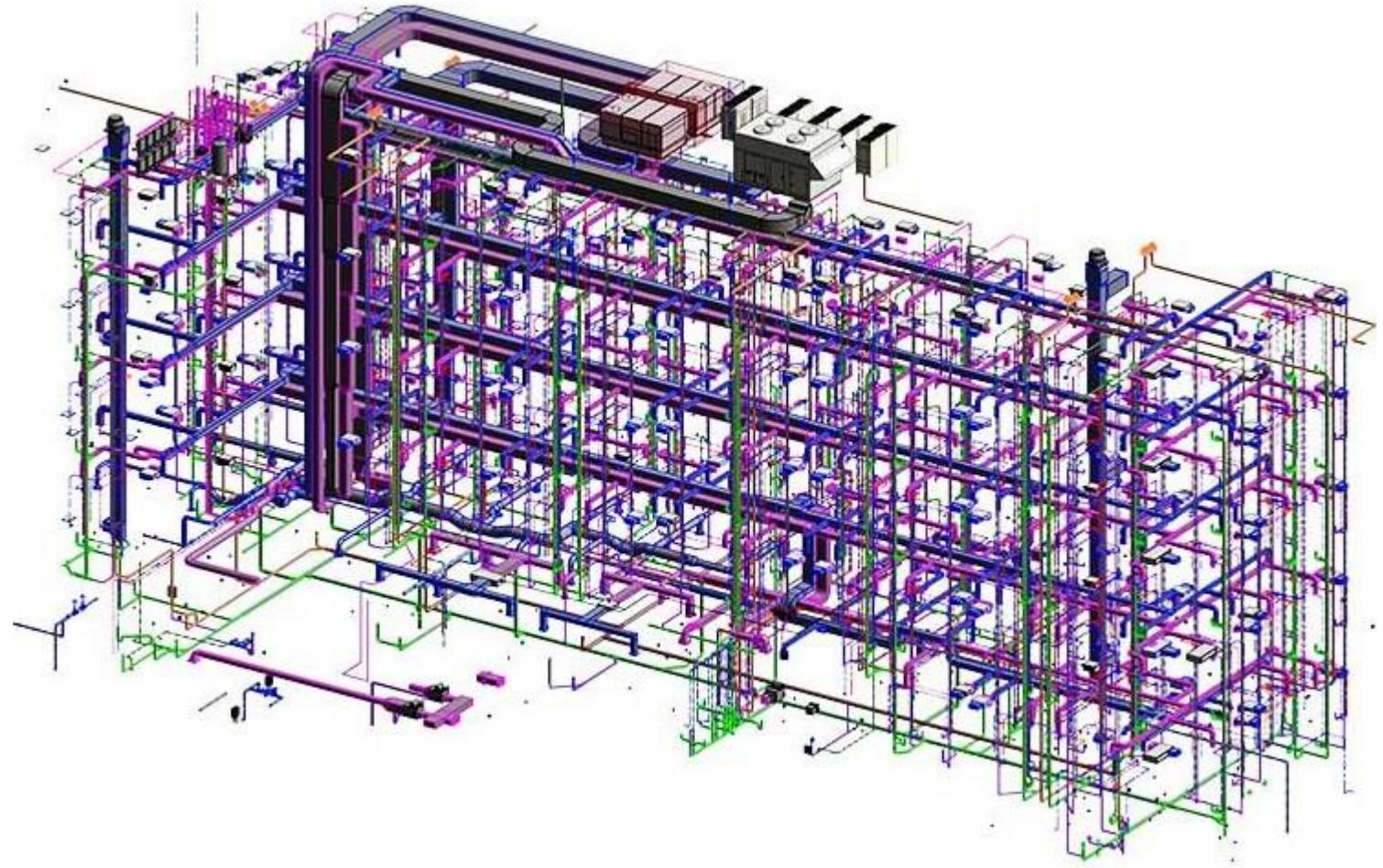
Identifying Opportunities for Teamwork with other NADCA Members



- Do you have the skills for a project this size?
- Do you have the licensing and insurance requirements?
- Do you have enough equipment?
- Most importantly, do you have the manpower?



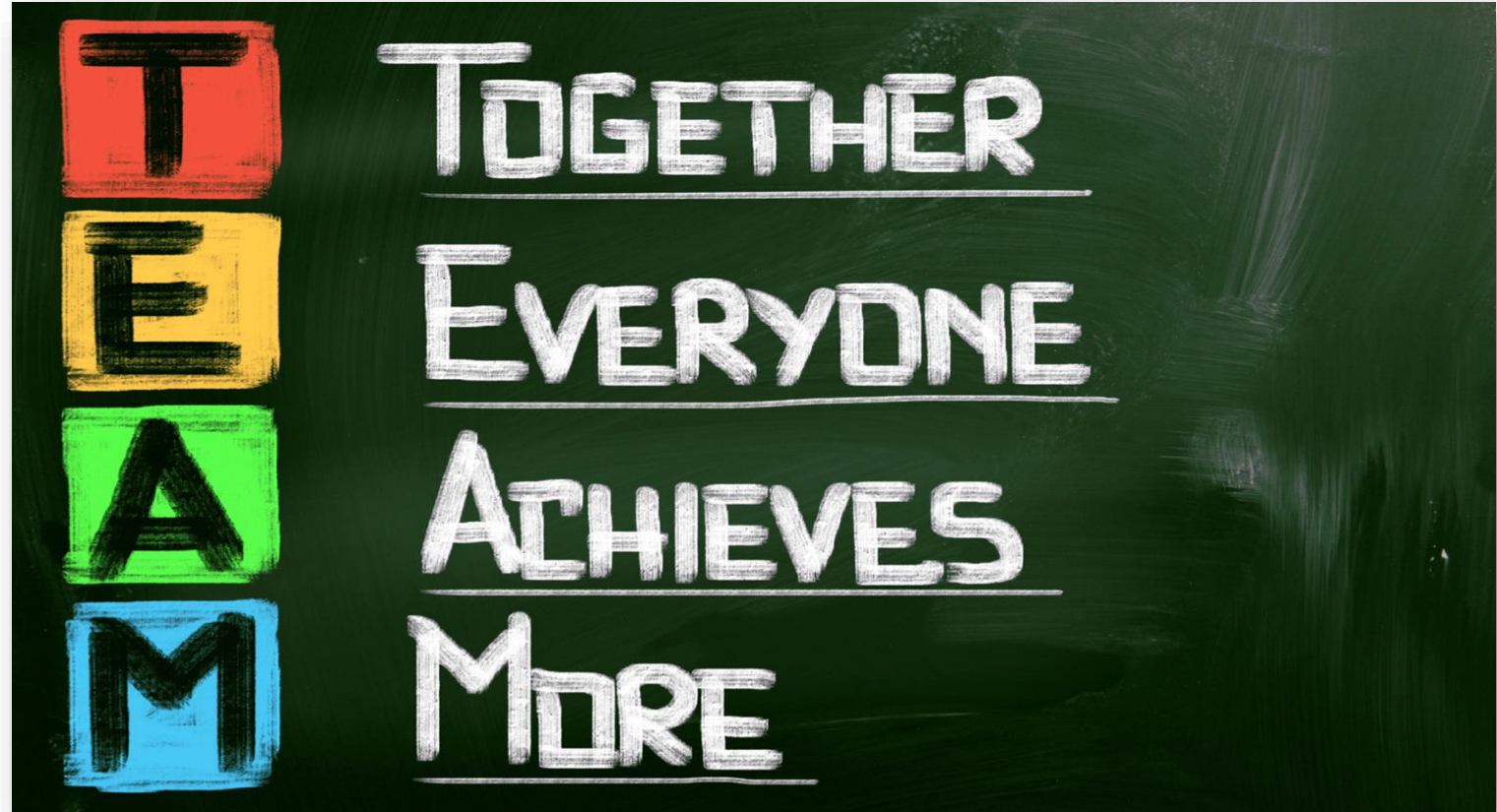
Identifying Opportunities for Teamwork with other NADCA Members



- A project this size may require multiple NADCA members.
- You may need to bring in more experienced duct cleaners to meet the scope of this project.
- Can you get to it as fast as the client needs?



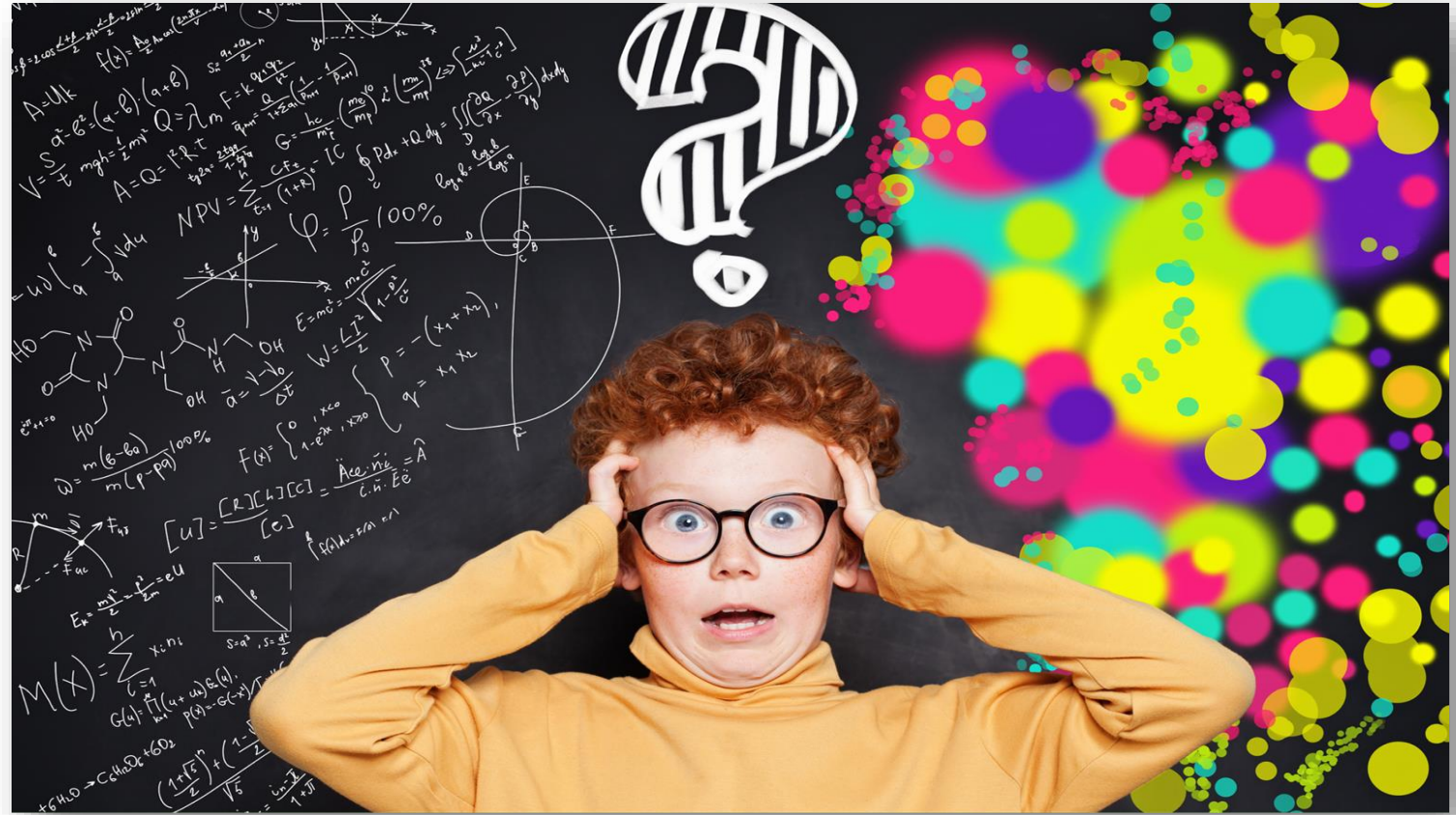
Benefits of Teamwork with other NADCA Members...



- Expand your geographical reach/service area...
- Technician specialization and learning new skills...
- Increased Revenues!!



Utilizing NADCA Associate Members



- Utilizing Associate Members for proper tools, materials, etc.
- Utilizing Associate Members for training and education of products.
- Utilizing Associate Members to assist with site surveys and scopes of work.



Working Etiquette with other NADCA Members...



- Working with other NADCA Members check your ego at the door.
- Your team should be willing and ready to collaborate with others
- Be prepared to do whatever it takes to complete the project



Working Etiquette with other NADCA Members...

DO'S AND DON'TS



- Seniority – Whose customer/project is being worked on? Who's in charge?
- Setting Expectations – What are the project requirements? Deliverables?
- Setting Boundaries – What's not cool to do when working together?
- Communication and Documentation – Who should you be communicating project details with? Who should you not talk to? Do you interact directly with end client or with your NADCA teammate? "My role here as your NADCA teammate is to make you look good to your client..."



Teamwork is the
Dreamwork



Thank you
for
Participating!

