

2006 COLLISION INDUSTRY PROFILES

National Appraisal Institute

www.NAInstitute.com

CIRCLE XX ON READER SERVICE

Do You Have An Estimator Who Can Write Professional Estimates?

NAI training for your existing employees and new hires will make sure that you do.

National Appraisal Institute ("NAI") is the leading provider of education and training to the auto damage appraisal industry. Recognizing a need for qualified auto damage appraisers and estimators, NAI's mission is to offer training programs that provide students with the necessary skills to prepare timely, complete, and accurate estimates. Professional Estimates.



NAI is the only ASE-certified training provider offering Professional Estimate Training Programs® for indi-

A Professional Estimating School

viduals with no prior automotive experience as well as for experienced appraisers who wish to further their skills and professional goals.

NAI implements a unique and effective way of teaching how to prepare estimates by using actual damaged vehicles (over 50 late-model vehicle in constant rotation) and specially-prepared "demonstrators". With hands-on instruction, students are given a real-world feel for estimating and are given the tools to write professional estimates. A balanced, well-designed curriculum and small class sizes ensure thorough training for all students, including the average individual who does not have a background in vehicle repairs.

NAI proudly offers its Professional Estimate Training Program® in two formats:

- A comprehensive 3-month training course that gives students extra time to practice writing estimates (and has evening sections to accommodate students' work schedules);
- An accelerated 2-week program for new hires and those looking to refresh or improve their existing estimating skills

Unlike many other training programs, NAI's class sizes are limited to 6 students

to ensure that they receive quality instruction. Small class sizes allow NAI instructors to grade each practice estimate line-by-line to ensure constructive feedback and attention to detail.

Also, in addition to learning how to appraise vehicle damage on Mitchell UltraMate® or CCC Pathways®, our students also learn how to:

- Photograph the vehicle and document the file with appraisal notes;
- Analyze frame and suspension damage;
- Perform accurate total loss evaluations and accurately complete CCC forms.

At the end of our either Professional Estimate Training Program®, students must take a practical final exam which will actually test their ability to perform the job functions of an appraiser / estimator. Those employers who are looking to train new hires will know that students who successfully complete a Professional Estimate Training Program® will be able to hit the ground running.

NAI also offers seminars that focus on getting specific estimating skills to the next level. These seminars are perfect for addressing specific problems areas for estimators, like accurately accessing frame damage or handling supplements.

NAI can also tailor-fit a training pro-

gram just for you. NAI will review a sampling of your estimates to spot potential problem areas and help you get the most out of your estimators.

Participants in any NAI training course are eligible for ASE continuing education units.

Call to find out how NAI can help your company with its estimator training needs or visit us on our website. Employers may also inquire about recent graduates to fill their estimator needs.



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