

# SHINGLES MASTER CLASS

## Greetings All,

The Discontinued Shingles Master Class is coming to Florida!! Mathew Mulholland will be hosting this at the National Claims Institute and will be speaking during this event. The information in this email is for the single day class which is so much more than shingle knowledge. Its designed to help understand how and when leverage may exist on a repair only or slope only scope. See the outlined below and please feel free to reach out to John Senac should you have any questions at: [johntheroofpro@gmail.com](mailto:johntheroofpro@gmail.com)



## Date and Time:

September 1st from 8:30 AM to 5:00 PM

## Location:

National Claims Institute 2650 N Dixie Fwy,  
New Smyrna Beach, FL 32168

## Pricing:

1 attendee	\$500
3-5 attendees	\$450 per person
6+ attendees	\$400 per person

**Registration Link:** <https://forms.gle/CtG7nnP6ksjwUwmL8> (Sept 1st Thursday Event ONLY)

If you wish to attend the full Composition Shingle Course that will include my class then please check out all of those details at:  
<https://nationalclaims.institute/courses/composition-shingle-roof-inspection/>



## EXCLUSIVE DISCOUNT FOR CONTRACTORS THROUGH KTLLC:

**KTLLC100** FOR \$100 OFF PER PERSON

\*Use Code KTLLC100 When Registering To Receive Discount!

## Abbreviated Class Outline:

- 08:30 - 09:00 AM - Check in, collect final payment, and seating
- 09:00 - 10:45 AM - John Senac - Discontinued Shingles Rundown with Q&A
- 11:00 - 12:00 PM - Mat and John - codes and minimum construction presentation
- 12:00 - 01:00 PM - Lunch
- 01:00 - 02:00 PM - Guest Speaker - Mathew Mulholland - Code from a policy standpoint
- 02:00 - 02:30 PM - Compatibility, Availability, and Repairability presentation (shingles to slopes - slopes to system)
- 02:45 - 04:30 PM - John Senac - The adjustments and strategic ways to communicate with the adjuster/inspector
- 04:30 - 05:00 PM - John Senac - Final Q&A

- The primary laminate and 3 tab changes over the past 20 years including key dates and a walkthrough of the major manufacturing changes.
- Approaches on introducing the discontinued product to the claim handler or adjuster.
- Inspecting the claim to set up for success and documenting why repairs aren't possible.
- Understanding how to present Compatibility, Availability, and Repairability (the C.A.R. approach).
- Navigating the repair only or partial approval claim and how to present details to support replacement when valid.
- Strategies and approaches going into the adjustment and working with the adjuster to get coverage extended on damage.
- Simulated or attempted repairs and how to present the failed repair attempt to the carrier.

## After class you receive emails and dropbox fills containing things like:

- Manufacturer letters and files I have
- All the slides in PDF
- Current shingle photo file
- Current shingle cheat sheet
- Disco shingle cheat sheet
- Selective shingle narrative (includes XM8 codes I use for select shingle)
- NEW DESIGNER CHEAT SHEET
- Old repairability video and file
- NEW REPAIRABILITY VIDEO AND FILE
- English to metric presentation and repair attempt and CompanyCam file
- NEW INSPECTION FILE showing the "connecting features" concepts
- NEW "CODE PRESENTATION" COMPANYCAM and XM8 closing statements
- Common codes I use

Respectfully,

*John B. Senac*  
812-320-0011

