

2020
**COURSE
CATALOG**

Where learning is engaging.™



About Vale Training

WHO WE ARE

75+
years

One of the oldest training schools of our kind in the U.S.

Vale
Credentialed
50,000+

ESTIMATORS APPRAISERS
EXAMINERS ADJUSTERS



EXPERT STAFF

Unparalleled in insurance training and excellence

Who we train

1 NEW CLAIMS PROFESSIONALS

Entrants starting their careers in claims

2 EXPERIENCED CLAIMS PROFESSIONALS

Learn new skills and renew their own career prospects

Estimating software

PROPERTY

T&M Pro
Xactimate
Symbility
Simsol

AUTO

Mitchell
CCC
Audatex
AdjustRite

COMMERCIAL & RESIDENTIAL
PROPERTY PROGRAMS

AUTO ADJUSTING
PROGRAMS

ON-LOCATION
CLASSES

CUSTOM-DESIGNED
PROGRAMS

CUSTOM programs

- 1 We provide a needs assessment and gap analysis
- 2 We build a custom solution for your organization's needs
- 3 We provide skills assessments and learning analytics



BRING AN OPEN MIND

and we'll take care of the rest

We have everything here you need to succeed! The tuition costs listed in our course catalog include the length of the course, manuals, notepad, pen, highlighter and use of laptop with your choice of estimating program.

About Vale Training

WHO WE ARE



VISITING CONSTRUCTION SITE WHERE CLASS ASSESSES DAMAGE TO A FLOODED BULLDOZER



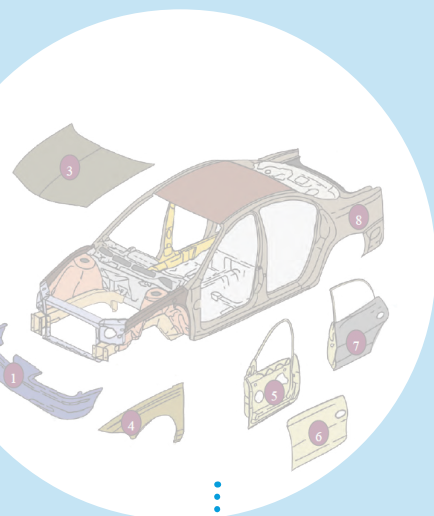
- In our Auto Estimating classroom, we use three different estimating systems to create damage estimates while reviewing various vehicle components on site.



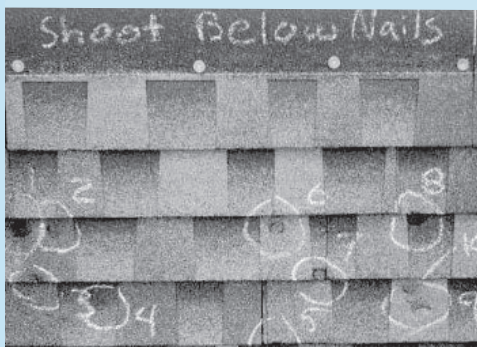
- Heavy Equipment class learning about cranes at North Texas Crane

CLASSROOM TRAINING

- gives students time to focus on developing their professional skills while they are able to utilize modern mock-ups, training aids and technology-supported training environments.

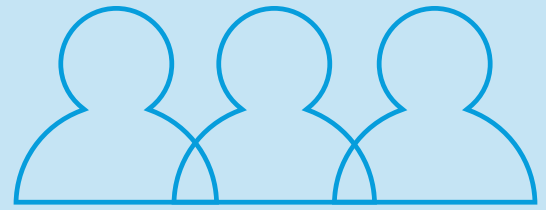


- Standard diagram used in the Auto Estimating class



COLLAGE OF ADVANCED ROOFING CERTIFICATION STUDENTS USING HAIL CANNON AND EVALUATING THE RESULTING DAMAGE TO ROOF SHINGLES

Our staff



WHO WE ARE

**DAVID P. AMORI, PE, RRC, CIT**

Vice President, EFI Global Inc.,
Advanced Roofing Certification

**DAN DYCE, CPCU, RPA**

Earthquake Certification Instructor

**DOUGLAS F. DELL**

Vice President and Director

**TEDDY HAYNES**

Auto, Tractor Trailer and
Electric Vehicle Programs

**MOE BONHAM**

Property and sUAS/Drone Programs

**ELISE FARNHAM,
CPCU, ARM, AIM, CPIW**

Casualty Instructor

**ELIZABETH R. RAMIREZ, AIC**

Commercial and Specialty Programs

**JUSTIN WHITE**

Vice President and Principal Building Consultant

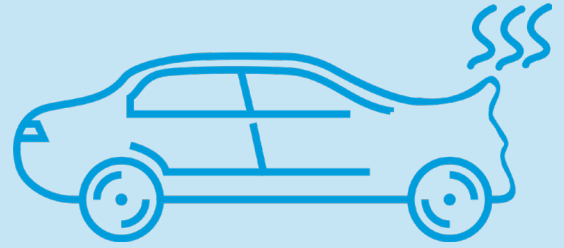
**NATALIE D. JOBE**

Training Specialist

**BOBBY R. WALKER**

Auto and Paintless Dent
Repair Programs

Auto



PROGRAMS

AUTO EXAMINER

This course is designed for those charged with reviewing pre-written estimates or onsite review of auto damage estimates and those who generate estimates on light-to-moderate outer body damage.

1 week | \$1,995



AUTO ESTIMATICS

This course is designed for entry-level estimators and appraisers with no prior auto experience. The student will learn the skills needed to prepare a complete and accurate electronic estimate using automated system data, as well as practical repair formulas and structural analysis methods.

2 weeks | \$2,995



ELECTRIC AND HYBRID VEHICLES

This course is designed for entry-level estimators and appraisers with no prior auto experience. The student will learn the skills needed to prepare a complete and accurate electronic estimate using automated system data, as well as practical repair formulas and structural analysis methods.

2 days | \$795



TRACTOR TRAILER ESTIMATICS

This course is designed for the experienced auto estimator advancing to larger vehicle estimates. The student will learn semi-tractor truck nomenclature, damage assessment and repair versus replace options for cabs, frames, suspensions, fifth wheels, trailers and related components.

1 week | \$1,995



HEAVY EQUIPMENT ESTIMATICS

This course will provide the foundation for preparing quality estimates on damaged heavy equipment including bulldozers, forklifts, cranes and more.

5 days | \$1,995



PDR PAINTLESS DENT REPAIR CERTIFICATION

This certification was requested by the PDR industry and is designed for the seasoned PDR tech. Timed, successful completion of assessments will yield one of the following designations — journeyman, craftsman or master craftsman.

1/2 day | \$895

By appointment

ACE ACCURACY CHECK ON ESTIMATES

ACE is designed for auto body and collision center teams and promotes industry best practices in assessing damage and writing accurate estimates. This is a local program to Dallas/Fort Worth. Vale comes to your location.

1 day | \$595

By appointment

Property



PROGRAMS

RESIDENTIAL EXAMINER

This course focuses on teaching file reviewers, desk adjusters and examiners how to review completed estimates on damaged residential buildings which have been prepared by the adjusters or contractors.

1 week | \$1,995

27
JAN

27
APR

27
JUL

05
OCT

RESIDENTIAL POLICY

This course is designed for entry-level and experienced students who must be able to understand and apply policy language from standard homeowners and dwelling policies, as it relates to investigating and handling property claims.

1 week | \$1,995

** 1st week of our 3-week property adjuster course | \$3995*

06
JAN

03
FEB

09
MAR

30
MAR

04
MAY

01
JUN

06
JUL

03
AUG

14
SEP

12
OCT

02
NOV

30
NOV

RESIDENTIAL ESTIMATING

This course teaches students how to scope and prepare thorough and accurate estimates on residential property damage.

2 weeks | \$2,995

** 2nd and 3rd weeks of our 3-week property adjuster course | \$3995*

13
JAN

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MAR

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MAY

08
JUN

13
JUL

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AUG

21
SEP

19
OCT

09
NOV

07
DEC

RESIDENTIAL ROOFING CONTRACTOR CERTIFICATION

This course is designed for entry-level and experienced residential contractors who require an overview of Xactimate and estimating roofs.

3 days | \$1,195

By request

COMMERCIAL ADJUSTING

This course analyzes the commercial property policy, including building and personal property coverage forms, the insuring agreement and other coverage forms. The student will also analyze business income and basic concepts of business income loss.

1 week | \$1,995

02
MAR

15
JUN

12
OCT

** Enroll in 2-week commercial adjusting and estimating for \$2995*

COMMERCIAL ESTIMATING

This course is designed for the individual who is required to produce or review structural damage repair estimates on commercial buildings of four stories or less.

1 week | \$1,995

09
MAR

22
JUN

19
OCT

** Enroll in 2-week commercial adjusting and estimating for \$2995*

ADVANCED ROOFING CERTIFICATION FOR ADJUSTERS

This advanced-level course is designed for experienced property damage estimators and appraisers.

4 days | \$1,595

28
JAN

21
APR

21
JUL

17
NOV

Property



PROGRAMS

sUAS DRONE CERTIFICATION

This course (sUAS = small unmanned aerial system) covers the techniques and best practices required to safely and successfully use drones for inspections. An online prep course for licensing is included.

4 days | \$1,595

By request

VALE CERTIFIED BUILDING CONSULTANT

This certification program establishes a standard for project and mitigation reporting. Students will be instructed on proper water mitigation techniques, identification of common building materials and how to analyze property claims to resolve measurement, estimating and scoping issues.

1 day | \$695

By request

T&M PRO AND T&M ESTIMATOR CLASSROOM TRAINING

This course was designed to provide a comprehensive understanding and working knowledge of T&M Pro and T&M Estimator. The student will learn the software and standard practices of time and materials by engaging in detailed demonstrations, interactive exercises and informative lectures.

2 days | \$895

IICRC approved | 14 hours

** Visit timeandmaterial.com for details*

Chattanooga, Tennessee



Dallas, Texas



Casualty



PROGRAMS

CASUALTY ADJUSTING

This course teaches the principles of law and legal liability, automobile and general liability principles with an emphasis on statement-taking exercises. Actual cases are studied to enhance the student's ability to apply learned principles to real-life applications.

1 week | \$1,995

27
JAN

27
APR

27
JUL

COMMERCIAL LIABILITY AND NEGOTIATIONS

This course reviews coverage issues relative to the commercial liability policy including investigative requirements for confirming coverage, determining liability and evaluating damages. The final two days of the program will focus on negotiations, including the skills necessary to evaluate a file for negotiating, determine the range and demonstrate the ability to properly negotiate a claim to conclusion.

1 week | \$1,995

27
JAN

27
APR

27
JUL

TRANSPORTATION FLEET SERVICES

This two- and half-day course covers all aspects of trucking claim investigation from initial notification of an accident to post-scene follow-up and reporting.

Included will be a review of cargo handling, salvage and subrogation and the various resources available to adjusters that can assist in claims investigation and resolution. Call for information to schedule this program.

2.5 days | \$1,195

By request

WORKERS' COMPENSATION AND EMPLOYER'S LIABILITY COVERAGE

This one-week class teaches the principles of workers' compensation and employers' liability coverage from the claims handling point of view. Students learn how to determine the compensability of injuries sustained and scope of employment including, occupational illnesses, average weekly wage, compensation rates, waiting periods and retroactive dates, temporary and permanent disabilities, territoriality issues, survivor and rehabilitation benefits and other statutory and coverage benefits.

1 week | \$1,995

By request

ONLINE CERTIFICATE PROGRAMS

Ethics training for claim adjusters	\$39.99
Preparation for FAA remote pilot certificate	\$199.99
California department of insurance antifraud	\$24.95
Evaluating earthquake damage certificate	\$59.95
California DOI fair claims settlement practices	\$39.95

ONLINE PRE-LICENSING AND CONTINUING EDUCATION CREDITS

- Adjuster pre-licensing
- Insurance continuing education
- Insurance pre-licensing and exam prep



PROGRAMS

ABOUT EFI GLOBAL COURSE TRAINING

EFI Global is dedicated to educating professionals in the insurance, legal and corporate community who use our services. We currently offer many seminars approved nationwide by various state departments of insurance for continuing education credit.

As part of Sedgwick Specialty Services, Vale training has broadened its access to specialists and advanced technical training programs. We are proud to offer these advanced EFI Global programs delivered by experts at client facilities. Visit efiglobal.com/training for details.

Continuing education courses offered

- Fire
- Health and safety
- Mechanical
- Storm damage
- Structural
- Subrogation
- Water loss
- Construction
- Earthquakes
- Electric
- Environmental
- Ethics
- Accident
- Reconstruction and biomechanicals

Contact us today to learn more
about our Vale training courses

817.633.4800

valeregistrations@sedgwick.com
valetrainingsolutions.com

