



### STRENGTHEN YOUR APPROACH TO INTERIOR AND EXTERIOR ROOF EVALUATION

1. When you get a call to look at an existing building, getting on top of the roof is always the first step.

True            False

2. What type of visual damage should you be looking for when examining a new space?

### BUILD A SYSTEMATIC METHOD FOR ROOF WALKS THAT REVEALS THE MOST COMMON FAILURE POINTS

1. \_\_\_-\_\_\_% of all leaks are always at the perimeter, edge, walls, penetrations, curbs, etc.

2. You should perform three initial walks when examining a new potential roof project. What are these three walks?

### USING TESTING AND ON-ROOF EVIDENCE TO DEVELOP ACCURATE REPAIR, COATING OR REROOF RECOMMENDATIONS

1. What is Logistics Lighting?

2. It's key to find out how many times a roof has been retrofitted or reroofed in the past as "you never want to put any more than \_\_\_ roofs on an existing building."

3. The adage that "one picture is worth a thousand words" is very applicable here. Showing building owners photos and examples of what's happening on their roof is key.

True            False