

# FREE 2020 TRAINING PROGRAM

Pinz would like to help train you and your staff so that you have happier customers and better bottom lines.

One of Pinz's key philosophies is to provide training for your staff, and ours, to enable us all to prosper.

Following the ongoing success of our annual training program since its introduction in 2015, we have put together more dates for 2020.



## APRIL

**Thu 23/04/2020** Day 1 Session

**Fri 24/04/2020** Day 2 Session

## JULY

**Dates coming soon!**

Register your interest now

## SEPTEMBER

**Dates coming soon!**

Register your interest now

You are welcome to send old staff and new to any training session, whether it be for just one session for training on a particular product, or for the full two days to make the most of what we have to offer.

For interstate clients, we can offer corporate rates at a nice hotel situated only 5 minutes from our factory and 15 minutes from Adelaide Airport.

Pinz in some circumstances can also offer specially tailored training for your organisation, and can even train at your premises for larger organisations.

Ongoing training is key to organisational development and Pinz welcome you to take advantage of our knowledgeable presenters and great facilities.

Numbers are limited to 20 people per session so please book early to avoid disappointment.



## YOUR PRESENTERS

All sessions are presented by the Pinz sales team headed up by our National Sales and Marketing Manager, Kate Bessell and our Business Development Manager, Darren Evans.

Both Kate and Darren are experienced presenters regularly delivering intensive in-house and customised on-site training to industry professionals from a wide range of backgrounds and skill sets. Kate and Darren bring with them many years of industry experience in sales, product knowledge, manufacturing, technical aspects and installation.

CELEBRATING

35 YEARS

## DAY 1

- 8:30am **Arrival / Sign In / Coffee**
- 8:45am - 10:15am **Introduction to Pinz**  
- product range overview  
- introduction to fabrics & seams
- 10:15am - 10:45am **Factory Tour** *see our state-of-the-art factory*  
- tour of factory work room  
- opportunity to see work in progress  
- introduction to job production tracking & modification process  
- overview of production technology
- 10:45am - 11:00am **Morning Tea** - ongoing discussion / Q&A
- 11:00am - 1:00pm **Pinz Indoor Blinds & Window Furnishings**  
- product range overview:  
**Rollease Acmeda & Quantum™** roller blinds / vertical blinds / roman shades / panel blinds / venetian blinds / cellular blinds  
- Pinz Popular product range: roller blinds  
- **Ziptrak® Interior** Track Guided Blind System  
- **Veri Shades®**
- 1:00pm - 1:45pm **Lunch** *sponsored by Waypoint & Automate™*  
- Special presentation on **Rollease Acmeda Automate™** Interior Motorisation  
- ongoing discussion / Q&A / product displays
- 1:45pm - 2:45pm **Pinz Printed Blinds** *the exciting new market*  
- creative inspiration & applications  
- selling points  
- frequently asked questions  
- measuring / quoting / ordering
- 2:45pm - 3:30pm **Motorisation & Value Adding**  
- introduction to motorisation  
- powder coating & customisation options  
- options & accessories - what else can you offer your customer?
- 3:30pm - 3:45pm **Afternoon Tea** - ongoing discussion / Q&A
- 3:45pm - 5:00pm **Pinz Outdoor Blinds & Awnings**  
- product range overview:  
auto awnings / fixed guides / pivot arms / straight drops / European drop arms / café blinds / infill panels / channel blinds / other outdoor blinds  
- installation tips & technical information  
- shutters: high quality aluminium plantation shutters & innovative roller shutters
- 5:00pm **Wrap Up** - ongoing discussion / Q&A / product displays
- 6:30pm **Dinner with Pinz!** *it's time to relax*  
Join us for dinner and drinks at a local venue to be confirmed. Socialise with the Pinz team and relax after a busy day.

**For more information on Pinz's training program or to book a place please phone us on 08 8244 7888.**

*"...interacting with Pinz staff and touring the factory has given me confidence that I can supply my customers with a well built product from a reliable supplier."*

Michael, NSW based blind & awning retailer



## DAY 2

- 8:45am **Arrival / Sign In / Coffee**
- 9:00am - 11:00am **Pinz Folding Arm Awnings & Shade Products**  
- FAA factory visit  
- product range overview & features, including **NEW** products  
- applications / POD / selling points  
- options / accessories / fabrics  
- installation tips & technical information  
- product displays
- 11:00am - 11:15am **Morning Tea** - ongoing discussion / Q&A
- 11:15am - 1:00pm **Side Retention Blind Systems**  
*The 2 best side retention systems in the market, looked at side by side!*  
**Ziptrak®** Outdoor Track Guided Blind System  
**Zipscreen** Outdoor Sunshade Blinds  
- applications / POD / selling points  
- options / accessories / fabrics  
- product comparisons
- 1:00pm - 1:45pm **Lunch** - ongoing discussion / Q&A / product displays
- 1:45pm - 2:30pm **Side Retention Blind Systems (cont.)**  
- installation guide & technical information  
- overcoming obstacles  
- product display
- 2:30pm - 3:30pm **Ordering / Sales & Marketing / Product Support**  
*Interactive session providing access to valuable customer resources*  
- costing & ordering tools  
e.g. create your own price list  
- pricing & ordering review  
- product support tools & marketing collateral  
- warranty / rework / repairs
- 3:30pm **Wrap Up** - airport transfers etc.

