TECNOCEMENTO
APLICACION DE
CEMENTO TECNICO

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TRAINING COURSE



DURATION	TIMETABLE	VENUE	PRICE PER PERSON
1 full day	**8:30 – 18:30**	**Elda, Alicante**	**€200 + VAT**

GENERAL INFORMATION ON THE TECNOCEMENTO® APPLICATOR COURSE AT OUR PREMISES

01 INTRODUCTION

OUR PHILOSOPHY

At TECNOCEMENTO® we are firmly committed to ensuring that our materials are applied correctly on every type of surface. That is why taking part in the Training Course is essential.

As a matter of philosophy and company image, satisfaction with a properly executed application matters far more than the sale of the material itself. For the success and correct application of our TECNOCEMENTO® systems, it is no exaggeration to say that:

40%	40%	20%
depends on a **good load-bearing base**	on the **quality and responsibility** of a good applicator	on **our product**

APPROVED APPLICATOR (AA)

That is why every two months we run the Training Course for Approved Applicators (AA) at our head office. Participants are welcomed as TECNOCEMENTO® Approved Applicators, which entitles them to use and buy our products and to receive technical advice at any time.

It is the first, essential step into the different levels of professional relationship with the TECNOCEMENTO® group (from Approved Applicator to Exclusive Distributor).

The Training Course provides the initial instruction in the technique needed to carry out the application as correctly as possible; however, training is only completed on the first real job, for which the attendance of our applicator-trainer is requested, offering the best guarantee and assurance that a real application always demands.

PATH TO APPROVAL

STEP 1
Training Course
Ready to carry out real applications.

STEP 2
First real job
With the support of one of our technical trainers and applicators.

STEP 3
Approved by head office
Diploma stamped after the technical inspection.

In other words, after the course AAs are ready to carry out real applications, but they become approved by head office only once one of our technical trainers and applicators has assisted them on a real application.

02 THE TECNOCEMENTO® TRAINING COURSE

DURATION	USUAL DAY	TIMETABLE	VENUE	PRICE
1 full day	**Friday**	**8:30 – 18:30**	**Elda, Alicante**	**€200 + VAT**

WHO IT IS FOR

The Training Course in the application of TECNOCEMENTO® is designed for professionals, particularly in construction and decoration, who want to broaden their skills, either because of the growing demand in the wall and floor finishes market or to offer it as a distinctive decorative option. This includes:

Painters · Decorators · Interior designers · Wall and floor covering installers · Plasterers · Resin applicators · Bricklayers · Stucco plasterers

…and anyone whose work involves trowels, brushes and rollers.

The course lasts 1 full day, usually on a Friday, to disrupt participants' weekly schedule as little as possible.

AT THE START OF THE COURSE

Each participant will receive:

- Load-Bearing Base Treatment Manual
- Applicator's Manual
- Maintenance Manual
- Tools needed for the course

Our manuals provide a complete guide to everything related to preparing the substrates on which our systems will be applied, applying the different systems, using and storing the material, and the subsequent care needed to maintain our finished products. We recommend reading them during and, of course, after the Training Course.

TRAINING TEAM

The Training Course is led throughout by TECNOCEMENTO® technical staff, accompanied by the head of sales. They will be available to participants for any questions arising from the course.

AT THE END OF THE COURSE

Each applicator will receive:

- Steel trowel
- Colour samples
- Sales catalogue
- Sales information for job costing and selling
- T-shirt
- Approved Applicator diploma

Lunch on the day is included.

COURSE STRUCTURE

The training courses are structured in three distinct phases. The course is interactive: participants should raise all their questions so that everything is clarified and the training is complete.

1 THEORY PHASE

FIRST PART OF THE MORNING

It consists of a short presentation of the course followed by an audiovisual presentation which, with technical commentary from our trainer and our sales director, provides an introduction and initial overview of applying TECNOCEMENTO®.

This introduction places special emphasis on substrate preparation before application (preparation and preliminary work), as well as on the materials needed, the application systems and photographic examples of real applications.

2 PRACTICAL PHASE

MAIN PART OF THE COURSE

This is, naturally, the central and most important part of the course, taking up the whole afternoon. Each participant uses the TECNOCEMENTO® material from the first step to the last, starting on a vertical substrate. The application is then carried out on a horizontal substrate, always supervised and guided by the course trainer.

During this period the finishing steps and procedures, essential for perfect sealing and for the aesthetic quality of the application, are explained. Constant emphasis is placed on the processes to follow and the details the application involves.

3 SALES PHASE / SHOWROOM

LATE AFTERNOON

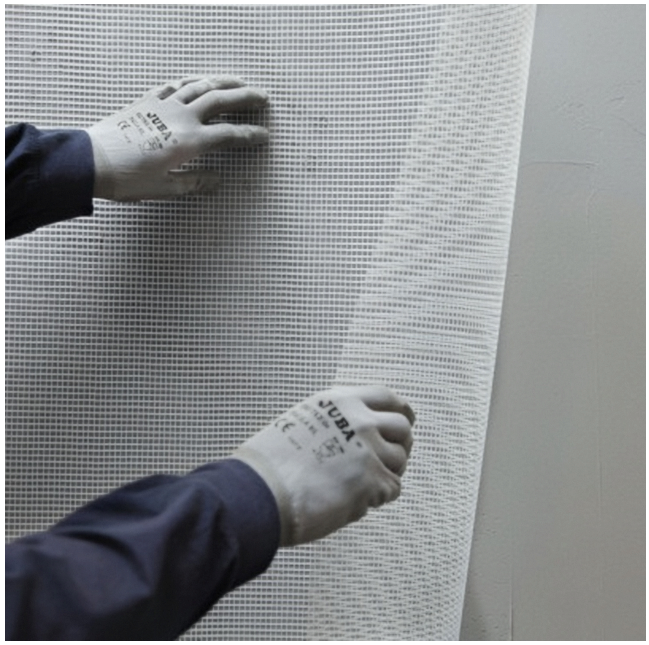
A sample box, catalogues and a course diploma are given to those who complete the course successfully.

This part explains the different ways applicators can work with our company. Price lists, sample quotations, etc. are also handed out.

For this we go to the TECNOCEMENTO® showroom, where we visit the company's sales premises at C/ Maestro Ramón Gorgé, 44, bajo, Elda (Alicante).



Application practice on a vertical substrate: sanding and surface preparation.



Substrate preparation: fixing mesh before application.

03 TIMETABLE AND CONTENTS

Below is a short guide to the Training Course we offer, with the planned timetable and syllabus.

A COMPANY AND THEORY

8:30	Welcome by our sales staff at the TECNOCEMENTO® offices.
9:00	Company presentation. Course presentation.
9:10	Technical visual presentation introducing **load-bearing base treatment**, the application of TECNOCEMENTO® **systems** and the importance of **maintenance** in our applications.
10:30	Coffee break

B SUBSTRATE PREPARATION PRACTICE

10:45 **Introduction to the materials**

REPAIR SYSTEMS

- Repairing a crack.
- Application of TECNO SEAL on a horizontal surface.
- Application of TECNO CONSOLIDADOR on the first two boards.
- Grouting on a ceramic substrate.

C SYSTEMS APPLICATION PRACTICE

12:30 **TECNOCEMENTO® BASE systems**

- Application of TECNOCEMENTO® BASE on all the boards.
- Application of TECNOCEMENTO® BASE on a previously prepared horizontal surface.
- Working with different textures: smooth, rough, burnished, vinyl effects, colour changes…
- Explanation of all the preparation, sanding and surface cleaning processes…

14:30 Lunch break

15:30 **TECNOCEMENTO® 80/20 micron systems**

- Application of TECNOCEMENTO® 80/20 on all the boards.
- Application of TECNOCEMENTO® 80/20 on a previously prepared horizontal surface.
- Working with different textures: smooth, rough, burnished, vinyl effects, colour changes…
- Explanation of all the preparation, sanding and surface cleaning processes…

FINISHES PRACTICE

- Applying the finishing process.
- Water-based / solvent-based: the importance of the Primer.
- Application of a second coat of ACABADO PLUS on a previously prepared horizontal surface.

03 · TIMETABLE AND CONTENTS (CONTINUED)

D **STUDIO AND SHOWROOM VISIT**

17:00

- Questions on what has been covered.
- Commercial matters, job costing, technical questionnaires…
- Handing out of samples, steel trowel and diplomas.
- Course evaluation.

> **IMPORTANT.** The TECNOCEMENTO® Approved Applicator diploma will be stamped —completing the learning process— after the **first real application** carried out by the candidates, once it has been inspected by one of our technical trainers.

18:30 Closing and farewell

04 COURSE PAYMENT

AMOUNT

€200

per person
excluding VAT

To confirm your place on the course, payment is required (no later than 5 days before the course starts) by bank transfer, quoting your name and «Curso Tecnocemento», to the account we will send you by email:

BANK	Banco Sabadell
IBAN	[redacted] The account number will be sent by email.
ACCOUNT HOLDER	Aplicaciones Técnicas del Cemento, S.L.
REFERENCE	Participant's name + «Curso Tecnocemento»
AMOUNT	€200.00 per person, excluding VAT (an additional discount is usually applied)
DEADLINE	No later than 5 days before the course starts

Once you send the proof of payment to **formacion@tecnocemento.com**, your place is reserved automatically.

The TECNOCEMENTO® sales department will be happy to answer any questions about our Training Course.

TRAINING
formacion@tecnocemento.com
+34 965 38 59 20

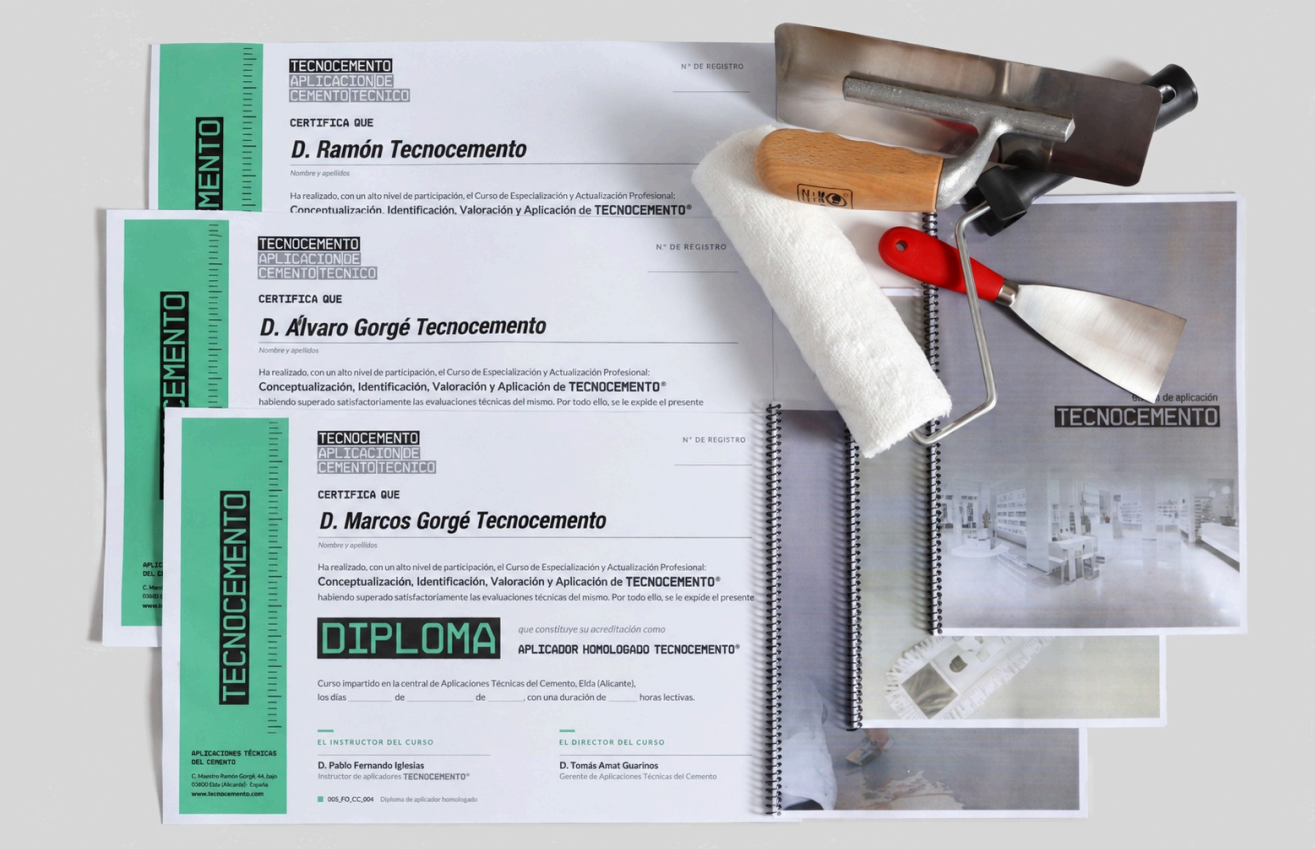
SALES DIRECTOR
Enrique Landete
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OFFICES AND SHOWROOM
C/ Maestro Ramón Gorgé, 44, bajo
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05 ACCOMMODATION IN ELDA

ACCOMMODATION

Hotel Carrizo *	Calle Pedrito Rico, 65 · 03600 Elda (Alicante) Tel. +34 965 38 10 07 Basic and affordable. **Recommended.**
Hotel AC Elda ***	Avenida de Chapí, 38 · Plaza de la Ficia · 03600 Elda (Alicante) Tel. +34 966 98 12 21 Discount if you quote «Curso TECNOCEMENTO».



Approved Applicator diploma, manuals and tools that each participant receives.