

CERTIFICATE OF COMPLETION

PRESENTED TO

ALEXANDRIA PAPOVE

in recognition of your successful completion of IDC's
Industry Sales Professional Training Course

Modules completed include:

September 17, 2018:

- Specifications and Their Role in the Project
- Boutique Design Firm Round Table
- Introduction to the Ontario Building Code
- Large Design Firms Roundtable and Architectural Firms

September 18, 2018:

- National Account Managers' Round Table
- Sustainability and Its Importance for Design Firms
- Forms of Contract, Contract Documents, Site Meetings and Walk-Throughs
- Hospitality Round Table



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