



## UNDERSTANDING WATERPROOFING SYSTEMS

1. What type of waterproofing system is most common in the United States?

- a) Lathing-based      b) Cementitious      c) Liquid-Applied      d) Bituminous

2. What are waterproofing systems used on?

- a) Decks      b) Windows      c) Chimneys      d) All of the above

## EDUCATING CUSTOMERS ABOUT WATERPROOFING

1. Adding waterproofing to your business creates more jobs and bigger contracts.

- a) True      b) False

2. Not only do waterproofing systems protect from water damage, they also offer \_\_\_\_\_.

- a) A Class 4 impact rating      b) A 1-hour Class A fire rating  
c) A 110mph wind rating      d) 4-hour penetration rating

## COMMUNICATING NEEDS AND BENEFITS TO CUSTOMERS

1. A good waterproofing system must start with the correct installation of flashing.

- a) True      b) False

2. Besides structural security, what benefits do waterproofing systems offer owners?

- a) Durability      b) Low maintenance      c) Beautification      d) All of the above