



Six Painting Tips

LESSON OBJECTIVE: Give employees some painting tips they can share with customers before they tackle a painting project.

ESTIMATED COMPLETION TIME: Approximately 5 minutes for the PDF.

HOW TO USE: The lesson includes a PDF presentation you can distribute to employees or review in a company meeting.

This Trainer's Toolbox will offer project tips that correspond with some of the key add-on sales that go with a paint project. But before employees can help customers, they will need a solid understanding of how to complete a paint project, start to finish. To do that, have them take the Priming and Painting Interior Walls module from the Project PRO training course. This course is available to NHPA Training Members. To learn more, visit yournpha.org/online-training or call 800-772-4424.

INTRODUCTION

Here are some tips you can share with customers starting a painting project.

BUY A QUALITY BRUSH.

First, match the brush to the type of paint or stain the customer is using. For latex paints, a blended nylon/polyester brush is best. Good brushes will have bristles with flagged, or split, ends to hold more paint and make it easier to spread the paint. Good brushes will also have a ferrule (the metal band binding the bristles) attached to the handle with screws or rivets, not crimped on, so it will last longer.

PREP ALL SURFACES CAREFULLY.

Preparation is critical to a smooth finish. Before you start painting, carefully examine the wall to find imperfections you want to fix. These can include nail pops, stains, bumps or nicks in the wall, holes or loose drywall tape. It may be difficult to spot imperfections right away, so take a bright light and carefully scan the wall. When you find something that needs fixed, mark it with a pencil or piece of tape. Most imperfections can be fixed with a simple arsenal of tools, including knife, scraper and drywall patching compound.

TINT THE PRIMER.

Primers block stains and odor, seal porous surfaces, hide unwanted colors and neutralize glossy surfaces. They are necessary for good paint adhesion and will improve the performance of the top coat. Suggest customers tint the primer to a color that's close to the color of the topcoat. This helps the topcoat hide the primer and reduces the need for multiple topcoats.

BLOCK THE PAINT.

If the customer is purchasing multiple gallons of paint, suggest they also buy a 5-gallon bucket and that they "block," or mix, the paint. Mixing the individual gallons of paint together helps create a more uniform color. Paint mixed individually in cans may have very slight inconsistencies in color. Mixing them all together evens out those inconsistencies for a more uniform color.

USE A CANVAS DROP CLOTH.

Suggest customers invest in a canvas drop cloth, which can be used multiple times. They are heavy and less likely to move around the floor during painting. Since they lay flat, they present less of a tripping hazard. They also absorb the paint, unlike plastic drop cloths, which become slippery when paint drops on them. They also reduce the possibility of tracking wet paint through the rest of the house.

CUT TAPE FREE.

If you're careless when removing painter's tape, you can leave behind torn bits of tape, or tear off bits of the newly painted wall. Avoid this by using a utility knife to cut the tape free in places where it starts to stick as you pull it up. Always read the tape's packaging and follow the manufacturer's recommendations for removal. You may want to remove the tape before the paint is completely dry.

FOR ADDITIONAL TRAINING:

Make sure all employees have completed NHPA's Priming and Painting Interior Walls module from the Project PRO training course. This course is available to NHPA Training Members. To learn more, visit yournpha.org/online-training or call 800-772-4424.