


Requirements & Qualifications Overview

Note: ROOFPRO Program Details are Subject to Change. (Current as of 1/01/19)

	 ROOFPRO Preferred	 ROOFPRO Select	 ROOFPRO Craftsman Premier
Annual Membership Fee¹	\$250	\$750	\$1,500
Annual Square Purchases¹	Up to 2,499 Sq.	2,500 — 9,999 Sq.	10,000+ Sq.
Volume Commitment	50%+	² 50%+	70%+
Signed IKO ROOFPRO Integrity Pledge			
Credential Requirements — Pass LMS Quizzes³	Installation Fundamentals Safety Fundamentals	Installation Fundamentals Safety Fundamentals	Installation Fundamentals Safety Fundamentals
Education Requirements — Pass LMS Quizzes³ (Fundamentals)	None	Business (Parts 1 & 2) Performance Selling	Business (Parts 1 & 2) Performance Selling
“Elective” Courses³	None	2 or More	4 or More
Homeowner References	Provide List of 20 Past Customers — Overall Positive	Provide List of 20 Past Customers — Overall Positive	Provide List of 20 Past Customers — Overall Positive
Years in Business	2	2	2
Valid Business License			
Satisfactory BBB Rating			
Financial Check	Satisfactory Credit Rating, Good Standing with Primary Distributor, Explain any Bankruptcies, Liens, Bad Checks, Lawsuits, Judgments	Satisfactory Credit Rating, Good Standing with Primary Distributor, Explain any Bankruptcies, Liens, Bad Checks, Lawsuits, Judgments	Satisfactory Credit Rating, Good Standing with Primary Distributor, Explain any Bankruptcies, Liens, Bad Checks, Lawsuits, Judgments
General Liability Insurance	\$1MM/\$3MM ⁴	\$1MM/\$3MM ⁴	\$1MM/\$3MM ⁴
Auto Insurance	\$250K/\$500K ⁴	\$250K/\$500K ⁴	\$250K/\$500K ⁴
Workers' Compensation Insurance	Maintain WC Insurance Coverage ⁵ (Ensure that any subcontractors you use maintain Workers' Compensation Insurance coverage, as required by the Workers' Compensation legislation in the state/province in which you operate.)	Maintain WC Insurance Coverage ⁵ (Ensure that any subcontractors you use maintain Workers' Compensation Insurance coverage, as required by the Workers' Compensation legislation in the state/province in which you operate.)	Maintain WC Insurance Coverage ⁵ (Ensure that any subcontractors you use maintain Workers' Compensation Insurance coverage, as required by the Workers' Compensation legislation in the state/province in which you operate.)

¹Fees and annual square purchase requirements may be prorated under certain circumstances, please refer to the policy guide for further details. ²If contractor has bought up to Tier 2, the volume commitment is 70%+. ³Please refer to the Education at IKO section of the policy guide for further details on the education requirements. ⁴Higher requirements for companies over \$1.5MM in revenue. ⁵If workers' compensation insurance is not required in your jurisdiction, employer's liability must be covered under your general liability insurance.