Here’s a **structured summary of the key points and takeaways** from your *Build With TAMKO training session with CompanyCam*:

**Introduction & Context**

* Hosted by **Brian Dunn (TAMKO)** with **Jon Abernathy (TAMKO Contractor Engagement)** and **Rachael Rudel (CompanyCam Strategic Partnerships)**.
* Purpose: Showcase how CompanyCam helps TAMKO contractors improve operations, professionalism, and customer trust.
* Recording available through **The Edge platform** for ongoing contractor access.

**Industry Challenges Addressed**

* **Scattered job documentation**: Photos/texts spread across phones, email, and drives → disorganization & lost info.
* **Lack of visibility**: Office staff can’t see progress in real time → costly errors.
* **Time wasted**: Contractors spend hours after work uploading/organizing photos or writing reports.
* **Liability risks**: Missed documentation leads to warranty/insurance disputes and customer complaints.

**CompanyCam Core Value**

* **Photo-first jobsite communication app** for contractors.
* Automatically **time/date stamps**, geotags, and uploads photos to the cloud in real time.
* **Unlimited storage included** (saves money vs. CRMs like Salesforce charging for storage).
* **Integration-ready**: Works with 90+ tools including AccuLynx, JobNimbus, HubSpot, Salesforce, etc.

**Key Features & Benefits**

1. **Real-Time Documentation**
   * Instant photo upload from field to office.
   * Transparency: home office and contractors see progress simultaneously.
2. **Annotations & Checklists**
   * Markup tools to highlight issues directly on photos.
   * **Customizable checklists & templates**, with AI-powered checklist creation.
   * Mandatory photo requirements ensure thorough inspections and reduce mistakes.
3. **Communication Hub**
   * Tag team members directly on photos.
   * Replaces fragmented communication (text, email, WhatsApp).
   * New **Spanish translation feature** ensures cross-language clarity.
4. **Marketing & Homeowner Transparency**
   * Easy to generate **project timelines** and share with homeowners.
   * **Video walkthroughs** improve customer trust & aid sales presentations.
   * **Portfolios & Google Review Requests**: Contractors can request reviews, preselect photos, and boost SEO rankings.
5. **Operational Savings**
   * Reduces unnecessary jobsite trips.
   * Speeds up insurance claim reporting (reports in minutes, not hours).
   * Documented proof avoids unnecessary repairs (e.g., gutters, lawns, pet injury claims).

**Real-World Impact Stories**

* Contractors saved **50K annually in labor costs** and **36 hours per month** in admin work.
* Prevented liability claims (e.g., false gutter damage accusations, lawn nail cleanup issues).
* Improved homeowner trust, leading to stronger referrals and competitive differentiation.

**Takeaways for TAMKO Contractors**

* **Differentiation & Professionalism**: Proper documentation and transparency elevate brand perception with homeowners.
* **Retention of Knowledge**: Centralized cloud storage protects against data loss when staff turnover occurs.
* **Sales Enablement**: Photos/videos used as sales tools to highlight homeowner “pain points” and build trust.
* **Compliance & Claims**: Documented proof protects against legal disputes, warranty denials, and insurance rejections.
* **Special TAMKO Offer**:
  + **14-day free trial** + **10% lifetime discount** through TAMKO’s landing page or QR code.

**Closing Thoughts**

* **CompanyCam is simple**: “If you can use your phone camera, you can use CompanyCam.”
* Built for contractors to **save time, reduce costs, improve communication, and win more jobs**.
* Contractors are encouraged to **send product feedback**—CompanyCam develops features directly from contractor input.
* More AI-driven features are in development for 2026 and beyond.

✅ **Overall takeaway**: CompanyCam isn’t just a photo app—it’s a **productivity, risk management, and marketing tool** that helps TAMKO contractors work smarter, protect profits, and stand out in the market.