



MY LEARNING CENTER TRAINING ANNOUNCEMENT

Carrier Infinity Innovations

Cost: per person \$475 FAD/non-FAD

Date: October 28, 2019 in Jacksonville

Hours: 8 FAD Factory Hours

Trainer: Grandy & Associates

Time: 8:00am - 4:00pm - (breakfast & lunch provided)

Course Description

Carrier Infinity technology has been around for a long time but are you telling the story in the way your customers need to hear it? Your customers want to buy these products, but you have to let them know what you have to offer. If they don't understand the differences, then you are the same as everyone else...and if there is no difference, then all you have left to sell is price. Register today and learn how to tell the Carrier Infinity story.

You will Learn:

- The Carrier Infinity proprietary technologies and how they set you apart.
- How to explain these technologies to your customer.
- Terminology and what the customer hears when you use it.
- Complete overview of the Carrier Infinity product line up.
- The impact of offering choices on your bottom line.
- The five customer buying principles and how to dominate them.
- The importance of telling the entire Infinity story.
- Get your new or future supervisors ready by signing them up for the course.

Training Locations:

Monday- October 28, 2019
CE Jacksonville
8691 Western Way
Jacksonville, FL. 32256

Dealer: _____ **Acct. #:** _____ **Phone:** _____

Contact: _____ **Email:** _____

Attendee Names: _____

Contact: Lauren.Harrod@carrierenterprise.com / 407-532-7069

Carrier Infinity, Performance and Comfort Dealers may use training vouchers, when applicable, to offset the cost of this course.

Carrier Infinity & Performance and Bryant Evolution Marketing Dealers may use coop dollars, if funds are available.

Self- registration: See next page

Cancellation must be done 72 hours prior to the date of the class or the company will be billed for any No Shows.



Register through My Learning Center

- Log into **HVACpartners.com**
- From the **Learning Center** menu select **My Learning Center (Residential Training)**
- Click **Access My Learning Center**
- Select the **Upcoming Events** category at the bottom
- At the top click on the **+ FILTER**, Select **CATEGORY**, Select **FACTORY COURSES**
- Use the **< >** arrows to choose the month of the course.
- Locate **Carrier Infinity Innovations**
- On the right of the course name click the down arrow - Click **REGISTER**
- Select Register Myself or Others and **ADD TO QUEUE**. Click **Confirm Registration**
- **Confirm Registration** – If you do not receive a confirmation email, please contact us.
-



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Event ID	Start Date/Time	Course Name	City/State	Hours	
26191	11/20/19 8:00am EST	Creating Sales Champions - 1 Day Control Consultant Boot Camp	Knoxville, TN	8	▼
26806	11/20/19 8:30am EST	The New Supervisor	FL, Myers, FL	8	▼
27042	11/21/19 8:00am EST	The New Supervisor	Orlando, FL	8	▼
26327	11/25/19 12:00pm CST	HVAC Onboarding - Live Stream Online	Green Bay, WI	8	▼



MY LEARNING CENTER TRAINING ANNOUNCEMENT

Leadership & Coaching

Cost: per person \$500 FAD/ non-FAD

Date: November 6, 2019

Hours: 8 FAD Factory Hours

Trainer: Service Business Evolution (SBE)

Time: 8:00am - 5:00pm - (breakfast & lunch provided)

Course Description

The #1 problem in business is communication. During this 1-Day Leadership & Coaching workshop, we help you build a structure that maintains open lines of communication, resolves conflicts, and helps you consistently communicate in a positive manner while still holding everyone in the business accountable for results. It takes happy workers to make happy customers, and that demands outstanding leadership!

As a result of this workshop, participants will be able to:

- Clearly define roles & goals by department.
- Identify and remove the obstacles that cause people to fail.
- Deliver an exceptional company experience.
- Coach to help people live up to their potential.
- Resolve conflict like a professional.
- Use games & incentives to drive focus and performance.

Training Location:

Wed, November 6, 2019
CE Jacksonville
8691 Western Way
Jacksonville, FL 32259

Dealer: _____ Acct. #: _____ Phone: _____

Contact: _____ Email: _____

Attendee Names: _____

Contact: Lauren.Harrod@carrierenterprise.com / 407-532-7069

Carrier Infinity, Performance and Comfort Dealers may use training vouchers, when applicable, to offset the cost of this course.

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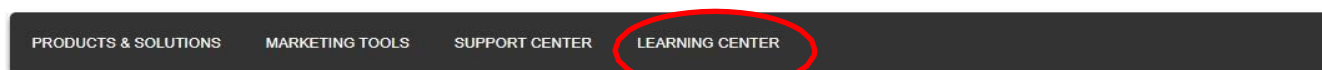
Self- registration: See next page

Cancellation must be done 72 hours prior to the date of the class or the company will be billed for any No Shows.



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- Use the **< >** arrows to choose the month of the course.
- Locate **Leadership and Coaching**
- On the right of the course name click the down arrow - Click **REGISTER**
- Select Register Myself or Others and **ADD TO QUEUE**. Click **Confirm Registration**
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26596	11/20/19 8:30am EST	The New Supervisor	FL Myers, FL	8	▼
27042	11/21/19 8:00am EST	The New Supervisor	Orlando, FL	8	▼
26327	11/25/19 12:00pm CST	HVAC Onboarding - Live Stream Online	Green Bay, WI	8	▼