



Date	Factory Training Course - Fall 2018	Location	Factory Credit Hours	NATE Credit Hours	Instructor	Cost	Start Time
West Coast Florida							
October 9, 2018, Tuesday	HVAC Onboarding	Tampa	8	8	Patrick Chapman, Grandy & Associates	\$500 - FAD/\$525 - NON FAD	8:00AM
October 10, 2018, Wednesday	HVAC Onboarding	Ft. Myers	8	8	Patrick Chapman, Grandy & Associates	\$500 - FAD/\$525 - NON FAD	8:00AM
December 11, 2018, Tuesday	SBE - Building Sales Champions for Technicians	Tampa	8		Kirk Hindson, SBE	\$500 - FAD/\$525 - NON FAD	8:00AM
Central and North							
September 18, 2018, Tuesday	Recruiting & Retaining Great Employees	Jacksonville	8		Aaron Schuh, BDR	\$475-FAD / \$500-NON FAD	8:00AM
September 19, 2018, Wednesday	Recruiting & Retaining Great Employees	Orlando	8		Aaron Schuh, BDR	\$475-FAD / \$500-NON FAD	8:00AM
October 23, 2018 Tuesday	Art of Financing	Orlando	8		Michael Hunter, BDR	\$475-FAD / \$500-NON FAD	8:00AM
October 23 - 26, 2018, Tuesday through Friday	HVAC Sales Mastery	Orlando	32	20	Robert Rusniaczek, Grandy & Associates	\$2050 FAD / \$2100 Non-FAD	8:00AM
October 24, 2018, Wednesday	Art of Financing	Jacksonville	8		Michael Hunter, BDR	\$475-FAD / \$500-NON FAD	8:00AM
South							
October 11, 2018, Thursday	HVAC Onboarding	Pompano	8	8	Patrick Chapman, Grandy & Associates	\$500 - FAD/\$525 - NON FAD	8:00AM
October 30, 2018, Tuesday	Service Sales Success School: 12 Steps to the Ultimate Client Experience	Pompano	8		Kenny Chapman, The Chapman Companies	\$490-FAD/ \$510-NON FAD	8:00AM

Market Admins and Contact Information

West	Donna.pennachiette@carrierenterprise.com	Donna Pennachiette	813-242-7762
Central/North	Lauren.Harrod@carrierenterprise.com	Lauren Harrod	407-532-7069
South	Carlene.Reydel-Finkelstein@carrierenterprise.com	Carlene Reydel-Finkelstein	954-247-2011

Self- registration: HVACPartners.com > Learning Center > My Learning Center > Access Carrier MLC* or Bryant MLC*> Click **Upcoming Events**> **select the month of the class by using the arrow**> Find your class > click the blue arrow> select register myself or others>

Certificates can be printed by each attendee upon completion of class.

Remember — cancellation must be done 72 hours prior to the date of the class or the company will be billed in full for any No Shows.