



MY LEARNING CENTER TRAINING ANNOUNCEMENT

Recruiting & Retaining Great Employees

Cost: per person \$475 FAD/ \$500 non-FAD

Dates: September 18, 2018 (Jacksonville) and September 19, 2018 (Orlando)

Hours: 8 FAD Factory Hours

Trainer: Business Development Resources (BDR)

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

Course Description: Teach both required and recommended practices for hiring and retaining employees in a tight labor market. The class will cover details processes that will greatly increase the quality of employee the dealer is attracting and retaining. Also covered will be processes on integrating new employees into the culture of the dealer, with a strong focus on the millennial generation. By attending this class dealers will be able to identify what changes they need to make in their current hiring and HR processes to attract and retain top talent in their company.

This class is led by an instructor who is a Certified Senior Professional in Human Resources and has direct experience in hiring and placing over 2,000+ employees, for all positions within the HVAC industry.

Training Locations:

Tuesday, September 18th, 2018
Carrier Enterprise
8691 Western Way
Jacksonville, FL 32256

Wednesday, September 19th, 2018
Carrier Enterprise
2000 Park Oaks Ave.
Orlando, FL 32808

Dealer: _____ Acct. #: _____ Phone: _____

Contact: _____ Email: _____

Attendee Names: _____

Location Attending: _____

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

Carrier MVP, Pro Bowl and Starter Program Dealers may use training vouchers, when applicable, to offset the cost of this course.

Carrier MVP, Pro Bowl 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**
- Click **Access Carrier 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 **Managing for Business Success**
- On the right of the course name click the down arrow - Click **REGISTER**
- Select Register Myself or Others. 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	Price
21315	2/21/18 8:00am EST	Managing for Business Success	Tampa, FL	8

Export to CSV Show Calendar

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MY LEARNING CENTER TRAINING ANNOUNCEMENT

Art of Financing

Cost: per person \$475 FAD/ \$500 non-FAD

Dates: October 23, 2018 (Orlando) and October 24, 2018 (Jacksonville)

Hours: 8 FAD Factory Hours

Trainer: Business Development Resources (BDR)

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

Course Description: According to a recent report, less than 50% of all Americans have \$5,000 in their savings! How are you broaching the financing topic with your potential customers? The Art of Financing teaches dealers the fundamentals of how to implement retail financing practices in their business, including how to cover fees and stay competitively priced in their market. Attendees will learn various financing strategies and find out how financing can help increase their revenue and help close more sales. The course will cover:

- Financing with Honor
- Getting Started
- Financing Strategies
- Covering the Cost of Financing
- Winning with Financing
- Implementation

Does your company have a strong financing strategy that is transparent to your residential sales team? Enrolling in this course might be the first step to increased sales and profits!

Training Locations:

Tuesday, October 23rd, 2018
Carrier Enterprise
2000 Park Oaks Ave.
Orlando, FL 32808

Wednesday, October 24th, 2018
Carrier Enterprise
8697 Western Way
Jacksonville, FL 32256

Dealer: _____ Acct. #: _____ Phone: _____

Contact: _____ Email: _____

Attendee Names: _____

Location Attending: _____

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

Carrier MVP, Pro Bowl and Starter Program Dealers may use training vouchers, when applicable, to offset the cost of this course.

Carrier MVP, Pro Bowl and Bryant Evolution Marketing Dealers may use coop dollars, if funds are available.

Self- registration: See next page

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Satisfaction Guaranteed!



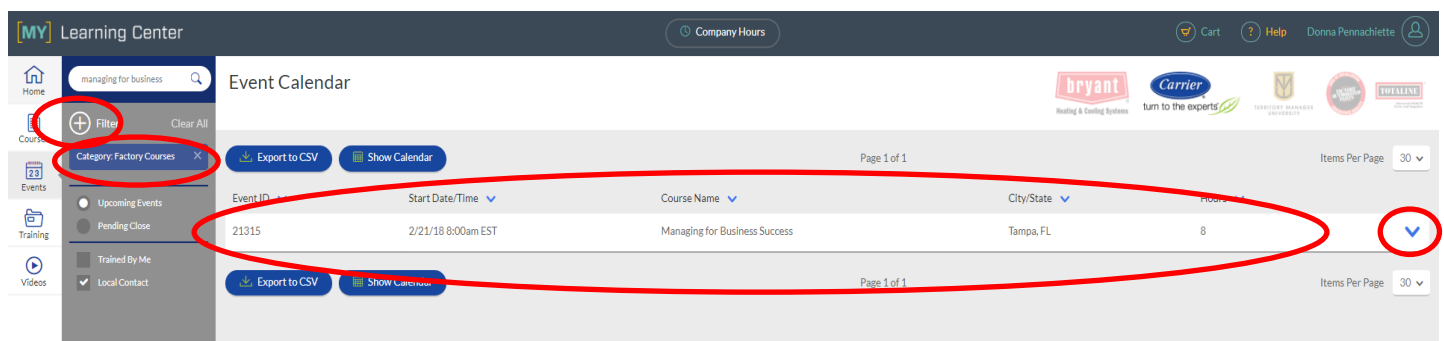
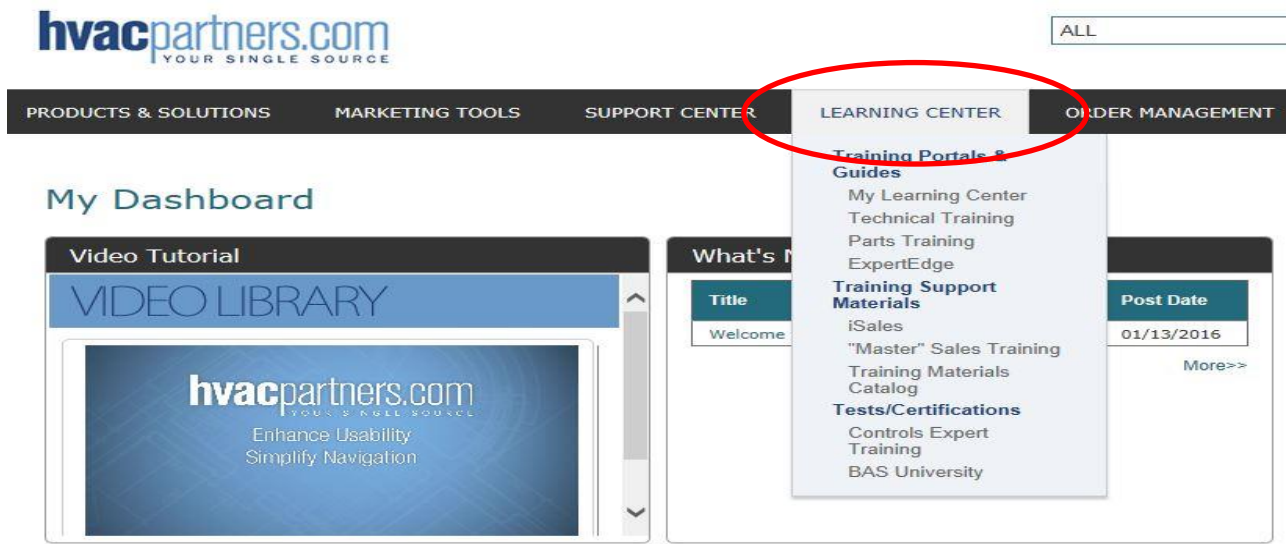
turn to the experts



turn to the experts

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MY LEARNING CENTER TRAINING ANNOUNCEMENT

HVAC Sales Mastery

Cost: \$2050.00 per person

Dates: October 23rd through October 26th (4 days)

Hours: 32 FAD Factory Hours

NEW: 20 NATE credit hours for all NATE

categories

Trainer: Rob Rusniaczek – Grandy and Associates

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

Course Description:

This highly interactive and in-depth four-day workshop will develop and foster the growth of successful sales techniques. Each day of this program includes interactive role-play and feedback sessions to ensure participants leave ready to engage with homeowners.

Day 1:

- Sales Strengths and Weaknesses
- HVAC Sales Process Overview
- HVAC Team Roles in the Sales Process

Day 2:

- DISC Profile Overview
- Sales Communications
- Communicating with Clients

Day 3:

- Addressing Homeowner Concerns
- Financing Basics
- Adding Value

Day 4:

- Recorded Sales Presentations

Training Location:

Carrier Enterprise – Orlando
2000 Parks Oaks Ave
Orlando, FL 32808

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

Contact: _____ **Email:** _____

Attendee Names: _____

Carrier Program Dealers may use training vouchers, when applicable, to offset some of the cost of this course. Each voucher's value is up to \$500 per day.

Carrier MVP and Pro Bowl and Bryant Evolution Marketing Dealers may use coop dollars, if funds are available.

Contact:

Central and Northern Florida:

Lauren Harrod

Lauren.Harrod@carrierenterprise.com

407-532-7069

Southern Florida:

Carlene Reydel-Finkelstein

[Carlene.Reydel-](mailto:Carlene.Reydel-Finkelstein@carrierenterprise.com)

Finkelstein@carrierenterprise.com

954-247-2011

Western Florida:

Donna Pennachiette

Donna.Pennachiette@carrierenterprise.com

813-242-7762

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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- Log into HVACpartners.com



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