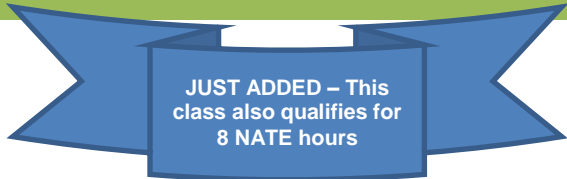




MY LEARNING CENTER TRAINING ANNOUNCEMENT

HVAC Onboarding

Cost: FAD - \$500 / non-FAD - \$525 PP
Dates: October 9 (Tampa) and 10 (Ft. Myers), 2018
Hours: 8 FAD Factory Hours & 8 NATE Hours
Trainer: Patrick Chapman, Grandy & Associates
Time: 8:00am-5:00pm (breakfast & lunch provided)



HVAC Onboarding

Course Description:

Over the last several years, everyone in HVAC has felt the effects of the labor shortage in our industry. More than ever before, people with little or no HVAC experience are being hired by local contractors. This one-day class is specifically designed to provide your new personnel with a solid grasp of foundational HVAC terms and principles including:

- ✓ Understanding major and minor system components: What are the parts and pieces that work together to make the comfort system function.
- ✓ The importance of proper system design and installation
- ✓ Efficiency requirements and their role in our industry.
- ✓ Why IAQ is such a big part of HVAC
- ✓ Comfort Controls and the role of duct work in proper system function.

We will also explore why there are so many system options and the benefits of offering higher efficient choices to your clients.

Whether you are working the service counter, are an inspiring install or comfort consultant; this class will be a spring board to a successful career in HVAC.

Training Locations

Carrier Enterprise- Ybor
1802 Grant Street, Ste. 100
Tampa, FL 33605
October 9, 2018

Fairfield Inn – Ft. Myers
7090 Cypress Terrace
Ft. Myer, FL 33907
October 10, 2018

Dealer: _____ Acct. #: _____ Phone: _____

Contact: _____ Email: _____

Attendee Names: _____

Contact: Donna.Pennachiette@carrierenterprise.com **Office:** 813-242-7762

Carrier MVP, Pro Bowl, and Starter Dealers can use training vouchers if available – one voucher per student. Dealers in the Carrier MVP, Pro Bowl and Bryant Evolution can coop the cost 50/50 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.



turn to the experts turn to the experts **Satisfaction Guaranteed!**

WHATEVER IT TAKES.

Register through My Learning Center

- Log into **HVACpartners.com**
- From the **Learning Center** menu select **My Learning Center**
- Click **Access Carrier or Bryant 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 **HVAC Onboarding**
- On the right of the course name click the down arrow - Click **REGISTER** or **REGISTER OTHERS**
- Click **Register**
- Click **Confirm Registration** – If you do not receive a confirmation email, please contact us.

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PRODUCTS & SOLUTIONS MARKETING TOOLS SUPPORT CENTER **LEARNING CENTER** ORDER MANAGEMENT

My Dashboard

The dashboard includes a 'Video Tutorial' section with a 'VIDEO LIBRARY' and a 'What's New' section. A navigation menu is open, showing options like 'My Learning Center', 'Technical Training', and 'Training Support Materials'.

The 'Event Calendar' page shows a list of courses. The 'Filter' button and 'Category: Factory Courses' are circled in red. The course 'HVAC Onboarding' is highlighted with a red oval, and its registration options are also circled in red.

Event ID	Start Date/Time	Course Name	City/State	Hours
22459	12/11/18 8:00am EST	Building Sales Champions - 1 Day Technician Boot Camp	Tampa, FL	8
22458	10/10/18 8:00am EDT	HVAC Onboarding	Ft. Myers, FL	8
22457	10/9/18 8:00am EDT	HVAC Onboarding	Tampa, FL	8
20343	9/20/18 9:00am PDT	Becoming a World Class Retail Organization through Structural Sales - Part 1	Seattle, WA	16



MY LEARNING CENTER TRAINING ANNOUNCEMENT



Cost: FAD - \$500 / non-FAD - \$525 PP

Dates: December 11, 2018

Hours: 8 FAD Factory Hours

Trainer: Kirk Hindson, Service Business Evolution (SBE)

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

One Day SUPERCHARGED Building Sales Champions for Technicians

Course Description:

The way we deliver 100% customer satisfaction changed dramatically after 2008. Service customers changed the way they think about our services. Resistance & price sensitivity went up, trust & general willingness to spend money went down. The problem - The way our industry trains service technicians to communicate with customers failed to evolve and adjust to this new reality. Service Business Evolution's 1 Day Technician Boot Camp – solves this problem.

You will learn:

- ✓ How to consistently make a great first impression
- ✓ How to gain the customer's permission to get them involved
- ✓ How to build trust by asking great questions
- ✓ How to differentiate yourself and build value
- ✓ How to harness the hidden power within your service department and make money now

Who should attend: Owners, Service Managers and Service Technicians

Why attend? We will rejuvenate, motivate, inspire and re-focus your technicians in this 1 Day Boot Camp.

All attendees will receive a 100 page workbook with a role play guide included

Training Location
Carrier Enterprise- Ybor
1802 Grant Street, Ste. 100
Tampa, FL 33605

Dealer: _____ Acct. #: _____ Phone: _____

Contact: _____ Email: _____

Attendee Names: _____

Contact: Donna.Pennachiette@carrierenterprise.com **Office:** 813-242-7762

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Self- registration: See next page

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- Click **Access Carrier or Bryant 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 **Building Sales Champions – 1 Day Comfort Technician Boot Camp**
- On the right of the course name click the down arrow - Click **REGISTER** or **REGISTER OTHERS**
- Click **Register**
- Click **Confirm Registration** – If you do not receive a confirmation email, please contact us.

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Category: Factory Courses

Export to CSV Show Calendar

Page 1 of 1 Items Per Page: 30

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