



MY LEARNING CENTER TRAINING ANNOUNCEMENT

Art of Financing

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

Dates: March 6, 2019 (Tampa) and March 7, 2019 (Ft. Myers)

Hours: 8 FAD Factory Hours

Trainer: Scott Tinder, BDR

Time: 8:30AM - 4:30PM (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: (Circle one)

Wednesday, March 6, 2019
Carrier Enterprise
1802 Grant Street, Suite 100
Tampa, FL 33605

Thursday, March 7, 2019
Fairfield Inn & Suites
7090 Cypress Terrace
Ft. Myers, FL 33907
239-437-5600

Dealer: _____ Acct. #: _____ Phone: _____

Contact: _____ Email: _____

Attendee Names: _____

Location Attending: _____

Contact: Donna Pennachiette / donna.pennachiette@carrierenterprise.com / 813-242-7762

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

Carrier Infinity, Performance, Comfort 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.



MY LEARNING CENTER TRAINING ANNOUNCEMENT

Carrier Infinity Innovations

Cost: Per Person \$500 FAD/ \$525 non-FAD

Dates: February 20, 2019

Hours: 8 FAD Factory Hours

Trainer: Patrick Chapman, Grandy & Associates

Time: 8:00am - 5:00pm (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.

If you want to recommend a product that is a true game-changer, and has unique benefits for your customer, join us for this innovative course.

Training Location:
Wednesday, February 20, 2019
CE – Tampa
1802 Grant Street, Suite 100
Tampa, FL 33605

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

Contact: _____ **Email:** _____

Attendee Names: _____

Contact: Donna Pennachiette / donna.pennachiette@carrierenterprise.com / 813-242-7762

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



MY LEARNING CENTER TRAINING ANNOUNCEMENT

Bryant Evolution Solutions

Cost: Per Person \$500 FAD/ \$525 non-FAD

Dates: February 19 2019

Hours: 8 FAD Factory Hours

Trainer: Patrick Chapman, Grandy & Associates

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

Course Description

Bryant Evolution 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. Learn how to tell the Bryant Evolution story.

You will learn:

- The Bryant Evolution 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 Bryant Evolution 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 Evolution story.

If you want to recommend a product that is a true game-changer, and has unique benefits for your customer, join us for this innovative course

Training Location:
Tuesday, February 19, 2019
CE – Tampa
1802 Grant Street, Suite 100
Tampa, FL 33605

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

Contact: _____ **Email:** _____

Attendee Names: _____

Contact: Donna Pennachiette / donna.pennachiette@carrierenterprise.com / 813-242-7762

Bryant Evolution dealers may also 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.



- Log into **HVACpartners.com**
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- 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 **Bryant Evolution Solutions**
- 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.

