



MY LEARNING CENTER TRAINING ANNOUNCEMENT

Art of Financing

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

Dates: Thursday, April 25th

Hours: 8 FAD Factory Hours & 8 NATE 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 Location:

Thursday April 25th, 2019
Carrier Enterprise
1370 Park Central Blvd South
Pompano Beach, FL 33066

Dealer: _____ Acct. #: _____ Phone: _____

Contact: _____ Email: _____

Attendee Names: _____

Contact: Carlene Reydel-Finkelstein Carlene.Reydel-Finkelstein@carrierenterprise.com / 954-247-2011

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.

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Register through My Learning Center

- Log into **HVACpartners.com**
- From the **Learning Center** menu select **My Learning Center**
- Click **Access Carrier and/or Bryant My Learning Center**
- Select the **Upcoming Events** category at the bottom
- At the top click on the **Upcoming Events, Show Calendar**
- Select the month and date and/or scroll till you see the class
- On the right of the course name click the down arrow - Click **REGISTER**
- **Confirm Registration** – If you do not receive a confirmation email, please contact us.

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Company Hours

Help

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Home

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Events

Training

Videos

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Spring 2018 TMU-Registration now open!




TERRITORY MANAGER
UNIVERSITY

Territory Manager University is a focused path for Territory Managers to further develop their skills in several key areas: sales, technical, product, dealer recruitment, and dealer business acumen. The TMs who participate can provide an increased value to their distributorship and dealers. Use the links below to find out more about the content for each session and register for our Spring 2018 sessions.


Technical & Product College - February 19-23, 2018
Dealer Development College-Dealer Recruitment- March 20-22, 2018
Dealer Development College-Dealer Business Acumen- April 23-27, 2018
Sales College - Fall Dates Coming Soon!




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MY Learning Center

Company Hours

Help

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Home

Courses

Events

Training

Videos

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Pending Close

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bryant Heating & Cooling Systems

Carrier turn to the experts

TERRITORY MANAGER UNIVERSITY

EXPORT TO CSV

Print Calendar

FEBRUARY 2018

Event ID	Start Date/Time	Course Name	
21247	2/1/18 8:00am EST	CE Florida - Residential Controls	
21379	2/5/18 8:00am EST	CE Florida - Residential Variable Speed Certification Training	
20851	2/6/18 8:00am EST	HVAC Sales Mastery	
21222	2/6/18 8:00am EST	CE Florida - Residential Air Flow Design & Distribution	
21250	2/6/18 8:00am EST	CE Florida - Residential Variable Speed Fan Coils	
21378	2/6/18 8:00am EST	CE Florida - Residential Variable Speed Certification Training	

February 2018

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				01	02	03
04	05	06	07	08	09	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28			



MY LEARNING CENTER TRAINING ANNOUNCEMENT

Internet Lead Generation

Cost: per person \$425 FAD / \$450 non-FAD

Dates: Thursday, April 11th

Hours: 8 FAD Factory Hours

Trainer: Jack Nagy MTA 360

Time: 8:30AM - 4:30PM (breakfast & lunch provided)

Course Description: Getting your message to potential customers using the internet can be challenging at best. Navigating the maze of social media outlets can also be very problematic. This course will help you understand the importance of the internet to your business, explain social media, and help you plan a workable social media strategy. We will help you see what to look for when optimizing your website.

Topics for discussion include:

- The importance of a positive internet presence.
- The basics of social media.
- Developing a social media strategy.
- The features all websites should have.
- Defining Search Engine optimization.
- Developing a SEO Strategy.

Enroll all those in your organization that drive or who are impacted by your internet marketing strategy.

Training Location:

Carrier Enterprise
Thursday April 11th, 2019
1370 Park Central Blvd South
Pompano Beach, FL 33066

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

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Attendee Names: _____

Contact: Carlene Reydel-Finkelstein Carlene.Reydel-Finkelstein@carrierenterprise.com / 954-247-2011

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More>>

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Training
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MY

Learning Center

Company Hours

Help

Cart

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Home

Courses

Events

Training

Videos

Welcome

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Classroom Course Catalog

Upcoming Events

Training History

MY

Learning Center

Company Hours

Help

Cart

Carlene Reydel-Finkelstein

Home

Courses

Events

Training

Videos

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Filter

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Upcoming Events

Pending Close

Local Contact

Event Calendar

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