Sales & Marketing Bulletin



Bulletin: 48-18

TO: All Greenheck Representatives

FROM: Ron Wendorski

Director, Bernard A. Greenheck Education Center

DATE: October 31, 2018

SUBJECT: 2019 HVAC University Schedule



Thank you to our Rep Partners for another successful year of Greenheck HVAC University for Engineers and Architects. We continue to receive many positive reviews from your engineers and architects regarding the programs.

In 2019, we will offer 11 sessions of HVAC University for Engineers. If you have not taken the opportunity to have your engineers attend one of these educational events, this is a great time to start discussing a 2019 visit. The topics covered include HVAC product application, energy efficiency, codes, standards and industry trends. Professional Development Hours (PDH) are issued for completed courses and engineers have the ability to earn ten PDH credits or more during the trip. Greenheck is an approved Continuing Education provider in all 50 states and Canada.

2019 HVAC University Schedules

| 2019 HVAC University for Engineers | |
|------------------------------------|-------------|
| Dates | Region |
| February 6-8 | Central |
| March 6-8 | Northeast |
| April 3-4 | West |
| May 8-10 | Midwest |
| May 15-17 | Southeast |
| June 19-21 | All Regions |
| July 17-19 | Central |
| August 14-16 | Midwest |
| September 11-13 | Southeast |
| October 9-10 | West |
| November 6-8 | Northeast |



Note: Completed registration forms will only be accepted 90 days prior to the event. Class size is limited to 25. Participation will be based on a first-come, first-serve basis of completed registration forms.

HVAC University for Architects will have three sessions in 2019. These sessions are open to architects in all regions and registration can occur anytime throughout the year. This two-day program has course curriculum designed for architects and their educational needs pertaining to an understanding of HVAC fundamentals, systems and applications. Greenheck is an American Institute of Architects (AIA) Continuing Education System Approved Provider. Attendees can earn seven or more AIA CES Learning Units in Health, Safety, and Welfare (HSW) during the two-day educational event.

| 2019 HVAC University for Architects | |
|-------------------------------------|-------------|
| Dates | Region |
| March 27-28 | All Regions |
| July 31-August 1 | All Regions |
| October 16-17 | All Regions |

For complete program details and to download the registration form go to RepNet, Training & Visits and click on the appropriate HVAC U tab. While there you can also download course guides and brochures for the events to share with your customers.

Please contact your regional sales manager or Sheryl Del Conte at <u>Sheryl.delconte@greenheck.com</u> to schedule your participation.