

TO: Greenheck Representatives  
FROM: Ron Wendorski  
Director, Bernard A. Greenheck Education Center  
DATE: October 25, 2021  
SUBJECT: In Person Greenheck Sales Training Seminars



Greenheck is ready to start in-person training. You and your teammates should plan to attend Greenheck's sales training seminars for rep partners in Schofield, Wisconsin. Please reserve your space early to allow ample time for making travel arrangements. We are offering multiple seminars to choose from over the next several months.

Our rep training seminars are designed to increase product and application knowledge while learning from industry experts and meeting the Greenheck employees that assist you each day.

## Sales Training Seminar

December 13-16, 2021  
January 10-13, 2022  
January 24-27, 2022  
February 28 – March 3, 2022  
March 7-10, 2022  
March 28-31, 2022

A four-day comprehensive course for reps that covers fan engineering fundamentals, CAPS® product selection, an overview of all Greenheck products, parts ordering, Quick Build and Quick Delivery programs. Attendees also have the opportunity to tour Greenheck's testing and manufacturing facilities.

*Prerequisite: Graduate engineer or one year with your firm, or five years industry experience.*



*Sales Training Class January 2020*

## Advanced Sales Training Seminar

February 7-10, 2022

A three to four-day course for reps covering specific Greenheck products and applications in detail. Attendees will learn differentiating product features, sales techniques, psychometrics, refrigeration, energy recovery, and advanced laboratory and fume exhaust systems.

*Prerequisite: Graduate engineer or one year with your firm, or five years industry experience.*

***We ask that all attending these group training events have their COVID-19 vaccinations.*** For complete program details and registration applications, go to [Greenheck.com](https://www.greenheck.com)>My Account>Rep Resources>Rep Training>Rep Seminars

To register, email Jenna Munz at [EduCentSem@greenheck.com](mailto:EduCentSem@greenheck.com), or at 715-355-6666.