

Bulletin: 04-22

TO: All Greenheck Representatives
FROM: Ron Wendorski
Director, Bernard A. Greenheck Education Center
DATE: January 24, 2022
SUBJECT: Greenheck Sales Training Seminars



It's time to start planning for you and your teammates to attend a Greenheck rep partner sales training seminar. Please reserve your space early to allow ample time for making travel arrangements and secure your spot as these classes fill up quickly.

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

February 28 – March 3, 2022
March 7-10, 2022
March 28-31, 2022
May 23-26, 2022
August 15-18, 2022
October 24-27, 2022
December 12-15, 2022



Sales Training Class December 2021

A four-day comprehensive course for reps that covers fan engineering fundamentals, CAPS® product selections, an overview of 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.*

Advanced Sales Training Seminar

February 7-10, 2022
June 13-16, 2022
November 14-17, 2022

A 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 are closely following all CDC COVID-related safety guidelines. Masks will likely be required for attendees as well as daily temperature checks and health screens. We would appreciate all attendees attending group training events to have received their COVID-19 vaccinations. For complete program details and registration applications go to [Greenheck.com>My Account>Rep Resources>Rep Training>Rep Seminars](https://www.greenheck.com/MyAccount/RepResources/RepTraining/RepSeminars).

To register, email educentsem@greenheck.com, or call 715-355-6666.