

Bulletin: 39-23

TO: All Greenheck Representatives
FROM: Ron Wendorski
Director, Bernard A. Greenheck Education Center
DATE: November 6, 2023
SUBJECT: Greenheck 2024 Rep Partner 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 who assist you each day.

Virtual Fan, Louver and Damper Fundamentals

January 15-18, 2024

This virtual training is held over four days for approximately three hours each day and is designed for those new to the industry. It is an introduction to commercial fans, dampers, and louvers that includes basic terminology, characteristics, application, and selection.

Sales Training Seminar

February 12-15, 2024
April 29 – May 2, 2024
August 12-15, 2024
November 11-14, 2024

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

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



Sales Training Class August 2023

Advanced Sales Training Seminar

March 11-14, 2024
June 10-13, 2024
December 9-12, 2024

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

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

For complete program details and registration applications go to Greenheck.com>My Account>Rep Resources>Rep Training>Rep Seminars

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