



Commercial Sales Representative Training

Day One				
Start	End	Topic	Duration	
8:00 AM	8:30 AM	Welcome and Introductions	0:30	
8:30 AM	8:45 AM	Welcome to ClimateMaster	0:15	
8:45 AM	9:15 AM	What is a Water Source Heat Pump?	0:30	
9:15 AM	9:45 AM	System Selling	0:30	
9:45 AM	10:00 AM	Morning Break	0:15	
10:00 AM	10:45 AM	Larry's Dummies Guide	0:45	
10:45 AM	11:45 AM	Packaged Product Overview	1:00	
11:45 AM	12:30 PM	Lunch	0:45	
12:30 PM	1:00 PM	TRM Vertical stack	0:30	
1:00 PM	1:30 PM	Water-to-Water products	0:30	
1:30 PM	2:30 PM	Energy Recovery Ventilators	1:00	
2:30 PM	2:45 PM	Afternoon Break	0:15	
2:45 PM	4:45 PM	Dedicated Outside Air Systems	2:00	
4:45 PM	5:00 PM	Wrap-up day 1	0:15	
6:00 PM	8:00 PM	Dinner	2:00	

Day Two				
Start	End	Topic	Duration	
8:00 AM	8:15 AM	Review Day 1	0:15	
8:15 AM	9:00 AM	Street Smart Specifications	0:45	
9:00 AM	9:45 AM	ClimaSize Overview	0:45	
9:45 AM	10:15 AM	EZ Order	0:30	
10:15 AM	10:30 AM	Break	0:15	
10:30 AM	11:15 AM	Sound	0:45	
11:15 AM	12:00 PM	Technical Services	0:45	
12:00 PM	12:45 PM	Lunch	0:45	
12:45 PM	1:45 PM	Customer Service	1:00	
1:45 PM	2:00 PM	Wrap-up day 2	0:15	