

## Commercial Sales Representative Training

Day One - April 1					
Start	End	Topic	Duration	Presenter	
<b>11:30 AM</b>	<b>1:00 PM</b>	<b>Lunch</b>	<b>1:30</b>		
1:00 PM	1:15 PM	Welcome and Introductions	0:15		
1:15 PM	1:45 PM	Welcome to ClimateMaster	0:30		
1:45 PM	2:15 PM	What is a Water Source Heat Pump?	0:30		
2:15 PM	2:45 PM	Product Overview	0:30		
<b>2:45 PM</b>	<b>3:00 PM</b>	<b>Afternoon Break</b>	<b>0:15</b>		
3:00 PM	4:30 PM	Product Overview	1:30		
<b>4:30 PM</b>	<b>4:45 PM</b>	<b>Break</b>	<b>0:15</b>		
4:45 PM	6:00 PM	Product Overview	1:15		
6:00 PM	7:00 PM	Depart for Hotel	1:00		
<b>7:00 PM</b>	<b>9:30 PM</b>	<b>Dinner</b>	<b>2:30</b>		

Day Two - April 2					
Start	End	Topic	Duration	Presenter	
<b>6:30 AM</b>	<b>7:30 AM</b>	<b>Breakfast</b>	<b>1:00</b>		
7:30 AM	7:45 AM	Depart for Factory	0:15		
7:45 AM	8:00 AM	Review Day One	0:15		
8:00 AM	8:45 AM	System Selling	0:45		
8:45 AM	9:30 AM	Geothermal System Advantages	0:45		
<b>9:30 AM</b>	<b>9:45 AM</b>	<b>Break</b>	<b>0:15</b>		
9:45 AM	10:45 AM	Commercial Software Overview	1:00		
10:45 AM	11:00 AM	Larry's Dummies Guide to ClimateMaster	0:15		
11:00 AM	11:30 AM	Street Smart Specifications	0:30		
11:30 AM	11:40 AM	Technical Services	0:10		
11:40 AM	11:50 AM	Quick Build Program	0:10		
11:50 AM	12:05 PM	Terms and Credit Process	0:15		
<b>12:05 PM</b>	<b>1:05 PM</b>	<b>Lunch</b>	<b>1:00</b>		
1:05 PM	1:35 PM	ClimateMaster Sales Database	0:30		
1:35 PM	2:05 PM	Customer Service/Business Center	0:30		
2:05 PM	2:20 PM	Climate Solutions Group	0:15		
2:20 PM	2:30 PM	Wrap up Day Two	0:10		
2:30 PM	2:40 PM	Depart for Airport	0:10		