



Dear Participating Home Performance Contractors,

We invite all contractors to attend an upcoming webinar, Selection of Heating Equipment for the Home Performance Salesforce, as part of our ongoing Technical Webinar Series. This webinar is scheduled for **June 17, 2015 from 3:00pm to 4:30pm.**

[Click this link to register.](#)



In today's environment, the selection of heating equipment often ends up in the hands of the salesperson or auditor sitting at the kitchen table. Arming these professionals with the correct knowledge and tools to properly select and size HVAC equipment will help ensure that the customer is provided with the best system for their home. Incorrect selection or sizing issues tend to lead to multiple services calls, unhappy clients, and loss of revenues and profits. This webinar is designed to expand the skill set of your company's salesforce and to get them thinking in line of providing the correct solution for your customers' home. The webinar will be presented by Louis Marrongelli and Earl Hicks, Sr. Technical Analysts from Conservation Services Group. They draw from over 50 years of HVAC and home performance experience.



Objectives: By attending this session, attendees will review:

- The keys to a productive client interview - what to ask, what to look for, and what to test.
- The critical best practices for selecting:
 - Furnace Replacements,
 - Hot Water Boiler Replacements,
 - Steam Boiler Replacements, and
 - Air Conditioning and Heat Pumps.
- How to ensure that proper accessories are selected.

Please be on the lookout for future invitations to these technical webinars. For questions, suggestions for future technical webinars or feedback please feel free to contact CSG's Eastern Account Manager Peter Hoke, Peter.Hoke@csggrp.com or Western Account Manager Ryan Moore, Ryan.Moore@csggrp.com.

Thank you.

About NYSERDA

NYSERDA, a public benefit corporation, offers objective information and analysis, innovative programs, technical expertise, and funding to help New Yorkers increase energy efficiency, save money, use renewable energy, and reduce reliance on fossil fuels. NYSERDA professionals work to protect the environment and create clean-energy jobs. NYSERDA has been developing partnerships to advance innovative energy solutions in New York State since 1975. To learn more about NYSERDA's programs and funding opportunities, visit nyserdera.ny.gov or follow us on [Twitter](#), [Facebook](#), [YouTube](#), or [Instagram](#)



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