

# **HVACRedu.net**

Workforce Development Online for the HVACR Industry

# **PREMIUM PROGRAMS**

**OUR FLAGSHIP PRODUCTS**



## Our Products: Individual Courses & Complete Programs

Individual Courses - We offer a huge array of individual courses covering all aspects of HVAC and HVACR training – these courses price in the general range of a few hundred dollars each.

Complete Programs – “Programs” are made up of a collection of individual courses, all focused on a specific type of training, like Commercial Refrigeration or Building Automation – these complete programs can range in price from *a few hundred dollars to a few thousand dollars each*.

These Complete Programs, also referred to as “Premium Programs” are the FLAGSHIP PRODUCTS we want you to focus on and sell – these are the very training programs contractors and facility managers seek for their technicians. They also offer the best commission opportunities for you, the salesman, as they are our highest-priced products.

**So . . . let's take a close look at these Premium Programs – these are the products you will be pitching.**



# Premium Programs



These are the Programs that will be of greatest interest to your clients – they cover all aspects of HVAC and HVACR training, from fundamentals to advanced subject matter – all available online, 24/7 for their technicians.

The following pages show details and pricing information of each of these.



# COMMERCIAL REFRIGERATION PROGRAM

*The Online Refrigeration Training Program is an advanced program, perfect for HVACR technicians and contractors who want to better understand refrigeration systems used in commercial applications like stores, warehouses, restaurants, and product and food services.*

## Courses included:

- 141 HVACR Refrigeration I (18 hours / 60 days)
- 142 HVACR Refrigeration II (18 hours / 60 days)
- 441 HVACR Commercial Refrigeration I (24 hours / 60 days)
- 442 HVACR Commercial Refrigeration II (18 hours / 60 days)
- 245 HVACR Compressor Failure Analysis w/ Bob Feathers



*5 courses / 27 modules / 78 instructional hours*

**Price - \$1,850.**

*All instructional hours applicable to Continuing Education Hours*

# BUILDING AUTOMATION SYSTEMS (BAS)

*This is an advanced online program designed to prepare the HVAC technician and others in the industry with a strong understanding of HVAC Controls Systems utilized in large buildings – everything from fundamentals to troubleshooting typical BAS control systems and the concepts used in the commercial building environment.*

## Courses included:

- 153 HVAC Control Systems Fundamentals
- 154 HVAC Control Systems Types and BAS Basics
- 155 HVAC BAS Installation and Strategies
- 156 HVAC BAS System Management & Advanced Technologies
- 157 HVAC Troubleshooting DDC Systems & Components
- 159 HVACR IT for HVAC Technicians



*6 courses / 37 topics / 111 instructional hours*

**Price - \$3,051.**



## METASYS TECH PROGRAM

*This Johnson Controls Technician Program is an advanced online program totaling 90 instructional hours – 4 courses covering both current and legacy Johnson Controllers and Operations. Covers everything from front end web-based operations to field controller software and hardware.*

### Courses included:

- 410 Metasys Basic Operator (21 hours / 60 days)
- 411 JCI HVAC Pro-N2 ASC Controllers (21 hours / 60 days)
- 412 Johnson Controls DX 9100 Controllers (24 hours / 60 days)
- 413 JCI PCT/CCT MSTP Controllers (24 hours / 60 days)

*All instructional hours applicable to Continuing Education Hours*



*4 courses / 30 modules / 90 instructional hours*

**Price - \$2,349.**

## NATE CERTIFIED HVAC TECHNICIAN

*The NATE Certified HVAC Technician Program (NCT) is a comprehensive online HVAC education program encompassing a well-rounded set of skills used by installers and technicians who are seeking NATE Certification. It consists of 3 Complete Training Programs, **which can be sold together or separately.***

### NATE Programs:

- NATE Ready to Work (RTW) Program (43+ hours)
- NATE CORE Program (69+ hours)
- NATE AC (Air Conditioning) Certified Tech Program (144+ hours)

*All instructional hours applicable to Continuing Education Hours*



*3 Programs / 26 modules / 256 instructional hours*

**Price - \$3,962.**



# BOILER TECH PROGRAM

*The Online Boiler Tech Program covers everything related to Hot Water, Hydronic Systems, Water Treatment and Boilers of all types.*

## Courses included:

- 191 Hydronics I (18 hours/60 days)
- 291 Commercial Water Heating (12 hours/60 days)
- 161 Boilers I (18 hours/60 days)
- 261 Commercial Boiler Fundamentals (6 hours/30 days)
- 265 Small Commercial Boiler Maintenance (3 hours/30 days)
- 263 High Efficiency Commercial Boilers (6 hours/30 days)
- 266 Large Commercial Boiler maintenance (6 hours/30 days)
- 262 Industrial Steam Boiler Fundamentals (9 hours/30 days)
- 264 Industrial Steam Boiler Maintenance (9 hours/30 days)
- 171 Boilers License Prep (28 hours/9 days)



*10 courses / 38 modules / 115 instructional hours*

**Price - \$1,576.**

*All instructional hours applicable to Continuing Education Hours*



## CHILLER MECHANIC PROGRAM

*The Online Chiller Training Program is designed for advanced level technicians and building maintenance personnel who are responsible for operation, maintenance, and troubleshooting of chiller systems in commercial buildings.*

### Courses included:

- 202 High Efficiency HVAC – Central Chillers (6hours / 30 days)
- 402 HVACR Packaged Chillers: 25-15- Tons (9 hours / 30 days)
- 203 High Efficiency HVAC – Cooling Towers (6 hours / 30 days)
- 403 HVACR Water Cooled Mid & Large Tonnage Chillers (15 hours / 60 days)

### *Optional Related Program: Water Treatment for HVACR Systems:*

- 292 Water Treatment for HVACR Systems I (24 hours / 60 days)
- 293 Water Treatment for HVACR Systems II (24 hours / 60 days)

*All instructional hours applicable to Continuing Education Hours*



*4 courses / 12 modules / 36 instructional hours*

**Price - \$ 788.**

*(With Water Treatment Program added)*

**Price - \$1,436.**

## RACK TECH PROGRAM

*The Online Rack Tech Program is an advanced program, perfect for HVACR technicians and contractors who want to better understand refrigeration systems used in commercial applications like stores, warehouses, restaurants, and product and food services.*

### Courses included:

- Intro to Supermarket I
- Intro to Supermarket II
- Oil Management
- Head Pressure Control
- Heat Reclaim
- Liquid Distribution
- Case Temp Control
- Defrost Applications
- Compressor Protection
- System Capacity Control

*All instructional hours applicable to Continuing Education Hours*



*1 course / 10 modules / 30 instructional hours*

**Price - \$ 870.**



# Conclusion

*You do not need to learn all the details of these programs in order to be able to pitch them.* Bear in mind that the actual modules within each course of each program will mean more to your clients than they do to you, at least for a while. You can cover those details with visual aids like online catalogs, website pages or even printed materials after you gain their attention and willingness to listen further. Once interested and engaged, they can be shown the contents of the courses and they will know what they are looking at.

Obviously, the more you know about the programs, the better equipped you will be to discuss them, so we urge you to continue to study the programs and the contents in detail, but bear in mind you will always have our SME (Subject Matter Expert) at your disposal to help you close the deal if and when more detailed information is needed.

But you will absolutely need to *grasp the overall make-up of these programs* and *why they apply to their respective customer profiles and their specific needs.*

So . . . we also urge you to *study the 4 Customer Profiles* very carefully and begin to understand which of these programs applies to which type of client. These are your target clients – *learn about their training needs and how to make their dreams come true!*