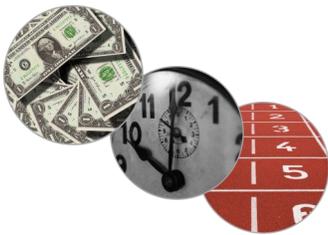


Heat Pump Installation and Sales

Specialized Training for HVAC Contractors *from AEA*

The Association for Energy Affordability, Inc. (“AEA”) is partnering with HeatSmart Westchester to deliver specialized contractor training to assist HVAC contractors to deliver high-performance heat pump installations to their heating and cooling customers. AEA’s expert trainers deliver hands-on and classroom courses preparing contractors, installers, building operators, energy professionals, and green job seekers to expand their knowledge and skills, and to earn and maintain the credentials that will help them reduce building energy use and emissions while expanding their career opportunities. AEA’s New York Energy Management Training Center offers courses leading to a wide range of BPI and other certifications. Learn more about AEA at www.aea.us.org.



Heat Pump Sales (*BPI CEUs pending*)

Why do people buy heat pumps? Learn your customer’s pain points and healthy living goals. Know your product. Demonstrate your expertise. Provide useful cost and energy savings info. Address unspoken concerns—product durability, maintenance and service, supplemental heat, options for hot water heating. Explain zoning options and how they can help customers save even more energy.

Heat Pump Quality Installations (*3.5 BPI CEUs*)

Proper installation in a well insulated and air-sealed home is essential for optimal performance of cold climate heat pumps. This course is intended for heat pump installers, supervisors, construction managers and others responsible to deliver quality installations. The course covers best practices for product selection, placement, sizing, distribution system choices, installation methods and more. The class can be tailored to deliver more targeted content to workers in specific roles, or presented to a combined audience to get everyone on the team on the same page.



CONTINUING
EDUCATION

AC & Heat Pump Professional

This is a course preparing EPA-certified HVAC installers for a credential from Building Performance Institute (BPI). BPI is currently updating its standards for AC & Heat Pump Professional to incorporate content addressing introduction of ductless and cold climate heat pump technology. New standards are expected to be completed by the end of 2019. AEA will offer a certificate course based on the new standards as soon as possible after they are introduced by BPI.

Looking for a way to get started in energy efficiency?

AEA’s Energy Efficiency Technician course uses a variety of hands-on and classroom approaches to demonstrate how air, heat, and moisture circulate in buildings and to introduce students to a variety of career pathways. The course prepares participants for the BPI Building Science Principles certificate exam.