

See our full and frequently updated schedule online at:

cfmequipment.com/support-training/training-schedule/

February

- 2/15
Sacramento

MANUAL J CLASS
Learn how Manual J will help you properly size HVAC equipment easily and why it is critical to your company success.
- 2/17
Sacramento

MITSUBISHI M- & P- DESIGNER
Learn the proper way to apply Mitsubishi inverter technology to your jobs. Be prepared and exceed your customers' satisfaction.
- 2/23
San Jose

MITSUBISHI M- & P-SERIES INSTALLATION AND SERVICE ESSENTIALS - PREQUISITE INSTALL CLASS REQUIRED ONLINE
Hands-on class* Focus on the service and troubleshooting of M- and P-Series systems. *Online class completion required prior to attending this class.
- 2/23
Sacramento

ENPHASE STORAGE INSTALLATION HANDS-ON TRAINING
Hands-on class. Online class completion required prior to class registration.
- 2/24
Sacramento

ENPHASE STORAGE INSTALLATION HANDS-ON TRAINING
Hands-on class. Online class completion required prior to class registration.
- 2/25
Sacramento

ENPHASE STORAGE INSTALLATION HANDS-ON TRAINING
Hands-on class. Online class completion required prior to class registration.

March

- 3/2
Sacramento

AMERICAN STANDARD ACCUCOMFORT VARIABLE SPEED OUTDOOR UNIT TECHNICAL TRAINING
Receive your certification on the new American Standard AccuComfort product.
- 3/8
Sacramento

MITSUBISHI M- & P-SERIES INSTALLATION - HANDS ON CLASS NO CERTIFICATION
Hands-on class* Focus on the installation of M- and P-Series systems. No prerequisite required for this class.
- 3/9
Sacramento

MITSUBISHI M- & P-SERIES INSTALLATION AND SERVICE ESSENTIALS - PREQUISITE INSTALL CLASS REQUIRED ONLINE
Hands-on class* Focus on the service and troubleshooting of M- and P-Series systems. *Online class completion required prior to attending this class.
- 3/18
Napa

ALLIANCE MEETING AND AMERICAN STANDARD DEALER MEETING
Alliance of Independent Contractors. Business training, technical training, peer mentoring, networking, and FUN.
- 3/22
San Jose

AMERICAN STANDARD ACCUCOMFORT VARIABLE SPEED OUTDOOR UNIT TECHNICAL TRAINING
Receive your certification on the new American Standard AccuComfort product.
- 3/23
San Jose

MITSUBISHI M- & P-SERIES INSTALLATION AND SERVICE ESSENTIALS - PREQUISITE INSTALL CLASS REQUIRED ONLINE
Hands-on class* Focus on the service and troubleshooting of M- and P-Series systems. *Online class completion required prior to attending this class.

March *continued*

- 3/29
Sacramento

MANUAL J CLASS
Learn how Manual J will help you properly size HVAC equipment easily and why it is critical to your company success.
- 3/31
Sacramento

MITSUBISHI M- & P- DESIGNER
Learn the proper way to apply Mitsubishi inverter technology to your jobs. Be prepared and exceed your customers' satisfaction.

April

- 4/5
Sacramento

MITSUBISHI M- & P-SERIES INSTALLATION - HANDS ON CLASS NO CERTIFICATION
Hands-on class* Focus on the installation of M- and P-Series systems. No prerequisite required for this class.
- 4/5
Fresno

MITSUBISHI M & P SERIES APPLICATIONS & PRODUCT OVERVIEW CLASS
Product applications and product line offering for home comfort solutions. *For new Diamond Contractor training requirement, online classes (2) completion required prior to attending.
- 4/6
Sacramento

MITSUBISHI M- & P-SERIES INSTALLATION AND SERVICE ESSENTIALS - PREQUISITE INSTALL CLASS REQUIRED ONLINE
Hands-on class* Focus on the service and troubleshooting of M- and P-Series systems. *Online class completion required prior to attending this class.
- 4/6
Sparks

MITSUBISHI M & P SERIES APPLICATIONS & PRODUCT OVERVIEW CLASS
Product applications and product line offering for home comfort solutions. *For new Diamond Contractor training requirement, online classes (2) completion required prior to attending.
- 4/7
San Jose

MITSUBISHI M & P SERIES APPLICATIONS & PRODUCT OVERVIEW CLASS
Product applications and product line offering for home comfort solutions. *For new Diamond Contractor training requirement, online classes (2) completion required prior to attending.
- 4/11
Concord

AMERICAN STANDARD SELLING ADVANTAGE
Learn the advantages of selling American Standard including tools and tips to increase your sales at the kitchen table.
- 4/12
Sacramento

MITSUBISHI M & P SERIES APPLICATIONS & PRODUCT OVERVIEW CLASS
Product applications and product line offering for home comfort solutions. *For new Diamond Contractor training requirement, online classes (2) completion required prior to attending.
- 4/13
San Jose

AMERICAN STANDARD SELLING ADVANTAGE
Learn the advantages of selling American Standard including tools and tips to increase your sales at the kitchen table.

Schedule continued on back ➔

Register now for classes all Spring!
Contact Espie at (916) 679-4028 or espie@cfmequip.com to register.
 For each attendee, please provide: Company Name, Attendee Full Name, Attendee Title, Attendee Email and Attendee Mobile #.

See our full and frequently updated schedule online at:

cfmequipment.com/support-training/training-schedule/

April *continued*

4/14

Concord

MITSUBISHI M & P SERIES APPLICATIONS & PRODUCT OVERVIEW CLASS

Product applications and product line offering for home comfort solutions. *For new Diamond Contractor training requirement, online classes (2) completion required prior to attending.

4/15

Sacramento

AMERICAN STANDARD SELLING ADVANTAGE

Learn the advantages of selling American Standard including tools and tips to increase your sales at the kitchen table.

4/20

Sacramento

A/C HEAT PUMP TROUBLESHOOTING

Prepare your technicians for those AC and Heat Pump service calls. This class will reduce troubleshooting time and call backs which increases profitability.

4/26

Sacramento

MITSUBISHI M- & P-SERIES INSTALLATION - HANDS ON CLASS NO CERTIFICATION

Hands-on class* Focus on the installation of M- and P-Series systems. No prerequisite required for this class.

4/27

Sacramento

MITSUBISHI M- & P-SERIES INSTALLATION AND SERVICE ESSENTIALS - PREQUSITE INSTALL CLASS REQUIRED ONLINE

Hands-on class* Focus on the service and troubleshooting of M- and P-Series systems. *Online class completion required prior to attending this class.

May

5/11

San Jose

MITSUBISHI M- & P-SERIES INSTALLATION AND SERVICE ESSENTIALS - PREQUSITE INSTALL CLASS REQUIRED ONLINE

Hands-on class* Focus on the service and troubleshooting of M- and P-Series systems. *Online class completion required prior to attending this class.

5/12

San Jose

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5/17

Sacramento

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5/18

Sacramento

MITSUBISHI M- & P-SERIES INSTALLATION AND SERVICE ESSENTIALS - PREQUSITE INSTALL CLASS REQUIRED ONLINE

Hands-on class* Focus on the service and troubleshooting of M- and P-Series systems. *Online class completion required prior to attending this class.

PLUS - We are adding MORE classes!

We'll let you know when dates are set for these classes:

TBD

Sacramento

HONEYWELL PROFIT GENERATOR 1.0

RESIDENTIAL STANDBY Grow your business by learning how to size, sell, and install generators to your customers!

TBD

Sacramento

HONEYWELL PROFIT GENERATOR 1.0

RESIDENTIAL STANDBY Grow your business by learning how to size, sell, and install generators to your customers!

TBD

Fresno

AMERICAN STANDARD SELLING ADVANTAGE

Learn the advantages of selling American Standard including tools and tips to increase your sales at the kitchen table.

TBD

Sparks

AMERICAN STANDARD SELLING ADVANTAGE

Learn the advantages of selling American Standard including tools and tips to increase your sales at the kitchen table.

Precautions We're Taking to Protect our Customers and Team as We Work to Prevent the Spread of COVID-19:

- **Reduced class size**
(availability on a first come, first served basis)
- **Social distancing**
- **Hand sanitizer, masks and gloves available**
- **Individually packed class materials**
- **Boxed Lunches** (when lunch is provided)
- **Frequent cleaning of shared spaces and touch points**

Register now for classes all Fall!

Contact Espie at (916) 679-4028 or espie@cfmequip.com to register.

For each attendee, please provide: Company Name, Attendee Full Name, Attendee Title, Attendee Email and Attendee Mobile #.

(916) 679-4028 • cfmequip.com

Classes subject to change. Updated 1/27/22