

BULLETIN

NOVEMBER 4, 2024 | BULLETIN 48-24

TO: All Greenheck Representatives
FROM: Ron Wendorski, Director
Bernard A. Greenheck Education Center
SUBJECT: Greenheck 2025 Rep Partner Sales Training Seminars



It's time to start planning for you and your colleagues to attend a Greenheck rep partner sales training seminar. Please reserve your space early to allow enough time for making travel arrangements and secure your spot as classes fill up quickly.

Our rep training seminars are designed to increase product and application knowledge while learning from industry experts and meeting the Greenheck employees who assist you every day.

Sales Training Seminar

February 3-6, 2025
April 28-May 1, 2025
August 11-14, 2025
November 10-13, 2025



Sales Training Class August 2024

This four-day comprehensive course for reps covers fan engineering fundamentals, CAPS® product selections, an overview of all Greenheck products, parts ordering, Quick Build, and Quick Delivery programs. Attendees will also tour Greenheck's testing and manufacturing facilities.

Prerequisite: Graduate engineer or one year with your firm, or five years industry experience.

Advanced Sales Training Seminar

March 10-13, 2025
June 16-19, 2025
December 8-11, 2025

This four-day course for reps covers specific Greenheck products and applications in detail. Attendees will learn differentiating product features, sales techniques, psychrometrics, refrigeration, energy recovery, advanced laboratory, and fume exhaust systems.

Prerequisite: Graduate engineer or one year with your firm, or five years industry experience.

For complete program details and registration applications go to [Greenheck.com](https://www.greenheck.com)>My Account>Rep Resources>Education, Training & Visits>Rep Training>Rep Seminars

To register, contact Julia Zahn at educentsem@greenheck.com, or 715-355-6563.