

SBU Training Series



DEALER DEVELOPMENT WEBINARS

Application Training Module 1* 8:00am – 12:00pm ET

Single Zone & Controls (2 POINTS)

Learn proper application techniques and what single zone products will work best in a variety of situations and space design constraints.

*Distributor Personnel can participate for Steps to Success accreditation.

2021

April 8th

April 15th

April 22nd

April 29th

May 6th

May 13th

<https://attendee.gotowebinar.com/register/936056443356178959>

*Required to attend every 3 years to maintain dealer status

Application Training Module 2 1:00pm – 5:00pm ET

Multi Zone & P Series (2 POINTS)

Learn proper application techniques and what multi zone & light commercial products will work best in a variety of situations and space design constraints.

*Distributor Personnel can participate for Steps to Success accreditation.

2021

April 8th

April 15th

April 22nd

April 29th

May 6th

May 13th

<https://attendee.gotowebinar.com/rt/8875029574335036432>

*Required to attend every 3 years to maintain dealer status

If you have any questions about the information provided above, please contact
Area Manager Drew Fletcher **Email: afletcher@hvac.mea.com**

SBU Training Series



ZONED COMFORT SOLUTIONS WEBINARS Tuesdays 10:00am – 11:30am ET

Modules 1-2 - Hot/Cold Spots & Renovations

(2 POINTS)*

Explore opportunities specific to hot-cold spots and renovated spaces and find solutions that will fit various customer needs and budgets. Distributor personnel can take this for steps to success expert level accreditation.

2021

April 6th

May 4th

<https://attendee.gotowebinar.com/register/7924867909533521166>

Module 3 - Upgrades & Replacements

(1 POINT)

Learn how to upgrade and replace HVAC systems using the various solutions available with Mitsubishi Electric products.

2021

April 13th

May 11th

<https://attendee.gotowebinar.com/register/6933915462814547982>

Modules 4-5 - New Construction & Eco-Conscious

(2 POINTS)

Explore opportunities and solutions specific to residential new construction & the environmentally conscious consumer.

2021

April 20th

May 18th

<https://attendee.gotowebinar.com/register/3791415573119153678>

Modules 6 – Light Commercial

(1 POINT)

Explore common opportunities in the light commercial market and discuss the most effective solutions for that market.

2021

April 27th

May 25th

<https://attendee.gotowebinar.com/rt/6908233070213070350>

****Required to attend at least one zone comfort solutions webinar every 3 years to maintain dealer status.***

If you have any questions about the information provided above, please contact
Area Manager Drew Fletcher **Email: afletcher@hvac.mea.com**