



Comfort Institute, LLC  
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# Comfort Institute

## 2016 Winter/Spring Training Schedule

# Table of Contents

|                                  |     |
|----------------------------------|-----|
| About Your Trainer .....         | 1   |
| Training Dates & Locations ..... | 2-3 |
| 101 Course Description .....     | 4-5 |
| 102 Course Description .....     | 6-7 |
| 506 Course Description .....     | 8   |
| CEU information & policies ..... | 9   |

As a Comfort Institute Member, you will have access to the best training resources available. Our trainer, Ken Summers is an experienced, savvy HVAC veteran with the foresight, integrity and thought leadership necessary for change and profitable growth:

## About Your Trainer



Ken Summers has been in the HVAC Industry since 1977, in residential service, in-home sales and commercial design/build. For the past 18 years he has been with Comfort Institute (CI) helping progressive HVAC contractors adopt “Whole House and Air Distribution Diagnostics and Repair”. In addition to providing test instruments such as blower doors, duct testers, flow hoods and smoke puffers, CI trains on the most effective ways to solve difficult comfort, dust, IAQ and high utility bill problems. Ken specializes in helping contractors avoid common load calculation and duct design mistakes, duct leakage problems, thermal envelope repair and mold related issues across the country. Ken has written articles for The NEWS magazine and he has spoken at ACCA, PHCC, RSES, and EPA sponsored functions.



Download  
my vCard  
with your QR  
code reader

Ken Summers | [ken@ciinfo.org](mailto:ken@ciinfo.org) | 360-201-1467

## Need More Training?

We have made our best effort to provide you with a variety of classes in a variety of locations throughout the United States. If you would like to see specific courses or locations, please send us an email with details: [info@ciinfo.org](mailto:info@ciinfo.org). We will keep a running list of requests and we will use all member input as we create our next training schedule.

If you would like to have one of our trainers provide on-site, customized training at your location please contact us. Most on-site training is 2-day training at a rate of \$2,000/day. Contact us at [info@ciinfo.org](mailto:info@ciinfo.org) for more information.

## February Training Dates

| February 2016   |                 |         |           |          |        |          |
|-----------------|-----------------|---------|-----------|----------|--------|----------|
| Sunday          | Monday          | Tuesday | Wednesday | Thursday | Friday | Saturday |
|                 | 1               | 2       | 3         | 4        | 5      | 6        |
|                 |                 |         |           |          |        |          |
| 7               | 8               | 9       | 10        | 11       | 12     | 13       |
|                 |                 |         |           |          |        |          |
| 14              | 15              | 16      | 17        | 18       | 19     | 20       |
| Valentine's Day | Presidents' Day |         |           |          |        |          |
|                 |                 |         |           |          |        |          |
| 21              | 22              | 23      | 24        | 25       | 26     | 27       |
|                 |                 |         |           |          |        |          |
| 28              | 29              |         |           |          |        |          |
|                 |                 |         |           |          |        |          |

## March Training Dates

| March 2016    |        |         |           |          |             |          |
|---------------|--------|---------|-----------|----------|-------------|----------|
| Sunday        | Monday | Tuesday | Wednesday | Thursday | Friday      | Saturday |
|               |        | 1       | 2         | 3        | 4           | 5        |
|               |        |         |           |          |             |          |
| 6             | 7      | 8       | 9         | 10       | 11          | 12       |
|               |        |         |           |          |             |          |
| 13            | 14     | 15      | 16        | 17       | 18          | 19       |
|               |        |         |           |          |             |          |
| 20            | 21     | 22      | 23        | 24       | 25          | 26       |
|               |        |         |           |          | Good Friday |          |
|               |        |         |           |          |             |          |
| 27            | 28     | 29      | 30        | 31       |             |          |
| Easter Sunday |        |         |           |          |             |          |
|               |        |         |           |          |             |          |

Click on any course date below to register now!

**506**

[February 2 - Dayton, OH](#)  
[February 4 - Cincinnati, OH](#)

**101**

[February 15-19 - Chicago, IL](#)

**102**

[February 23-25 - Richmond, VA](#)

**506**

[March 1 - Austin, TX](#)  
[March 3 - Houston, TX](#)

**101**

[March 21-25 - Portland, OR](#)

**102**

[March 29-31 - Charlotte, NC](#)

## April Training Dates

| April 2016 |        |         |           |          |        |          |
|------------|--------|---------|-----------|----------|--------|----------|
| Sunday     | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
|            |        |         |           |          | 1      | 2        |
|            |        |         |           |          |        |          |
| 3          | 4      | 5       | 6         | 7        | 8      | 9        |
|            |        |         |           |          |        |          |
| 10         | 11     | 12      | 13        | 14       | 15     | 16       |
|            |        |         |           |          |        |          |
| 17         | 18     | 19      | 20        | 21       | 22     | 23       |
|            |        |         |           |          |        |          |
| 24         | 25     | 26      | 27        | 28       | 29     | 30       |
|            |        |         |           |          |        |          |

**101**

[April 4-8 - Syracuse, NY](#)

**102**

[April 19-21 - Philadelphia, PA](#)

**506**

[April 26 - Orlando, FL](#)  
[April 27 - Jacksonville, FL](#)

## May Training Dates

| May 2016     |              |         |           |          |        |          |
|--------------|--------------|---------|-----------|----------|--------|----------|
| Sunday       | Monday       | Tuesday | Wednesday | Thursday | Friday | Saturday |
| 1            | 2            | 3       | 4         | 5        | 6      | 7        |
|              |              |         |           |          |        |          |
| 8            | 9            | 10      | 11        | 12       | 13     | 14       |
| Mother's Day |              |         |           |          |        |          |
| 15           | 16           | 17      | 18        | 19       | 20     | 21       |
|              |              |         |           |          |        |          |
| 22           | 23           | 24      | 25        | 26       | 27     | 28       |
|              |              |         |           |          |        |          |
| 29           | 30           | 31      |           |          |        |          |
|              | Memorial Day |         |           |          |        |          |
|              |              |         |           |          |        |          |

**101**

[May 2-6 - Charlotte, NC](#)

**102**

[May 17-19 - Chicago, IL](#)

**506**

[May 24 - Iowa City, IA](#)  
[May 26 - Peoria, IL](#)

# 101: Home Performance Boot Camp

This four-day intensive technical class is for HVAC contractors stepping up to home & duct performance. Participants learn the fundamental skills to perform diagnostics and repair. They will also learn the requirements – and be prepared for – the BPI Building Analyst and Envelope Professional online certification exams that are given on day five. These BPI exams are available for all attendees, but each exam is optional.

## NEW from Comfort Institute!

All attendees will receive a Comfort Institute Home Performance Certification by completing and receiving a passing grade on our certification exam.



## Why You Should Attend

Today, many homeowners experience problems that simple HVAC equipment cannot solve. A contractor who understands the “House as a System” has a leg up on the competition. Participants in this class leave with a great understanding of how problems can be diagnosed and what they can do to repair them. Although the class is technical, attendees will also learn what it takes to generate leads and close more sales. In addition, this class gets you prepared for the BPI written exam. Get prepared...you don't get involved in home performance because of programs...but home performance allows you take part in programs that come up. In order however they require certification and the BPI certifications is what they want. So sign up...get your people trained turn problems into sales and be ready

## Who Should Attend

Lead Installers/Installation Managers  
Service Technicians  
Service Managers  
Sales Managers  
Owners/Senior Managers

Class Fee: \$1,400+Exams  
Envelope Professional (EP): \$225  
Building Analyst (BA): \$225

Discounted Rates:

- Comfort Institute Members: No Charge
- CI Duct Performance Partners: No Charge
- Aeroseal Dealers: \$1,190
- 100% Money Back Satisfaction Guarantee

## What You Will Learn

- Fundamentals of building science
- “Whole Home” Approach
- Rules of air, heat and moisture flow
- Air infiltration driving forces
- Construction/pressure/energy terminology
- Infiltration/duct leakage/closed door impacts on building pressures
- How dust, humidity, comfort, utility bills & CO enter the home
- How to interpret blower door test results
- How to determine thermal/pressure boundaries
- Performing series pressure diagnostics
- Infrared camera use and interpretation
- How to perform BPI Carbon Monoxide, spillage, CAZ depressurization & vent draft testing
- Air infiltration repair materials
- Insulation properties, R-values & U-factors
- Attic & crawl space renovation processes
- Utility bill disaggregation, baseload savings
- BPI BA & EP Standards interpretation
- The fundamentals of the DTC (duct testing) certification protocols for the field exam.



## What You Will Earn

This class offers continuing education units (CEUs) for BPI and for NATE. When you provide us with your identification number for either organization, you can receive 18 BPI CEUs and/or 32 NATE CEUs (associated specialties). You can also earn a Comfort Institute Home Performance Certification designation when you receive a passing grade for the exam.



Scan QR code for a complete training schedule, or visit:  
[www.ciinfo.org/training](http://www.ciinfo.org/training)





## 506: Service Tech In-Home Lead Generation Techniques

In the time it took you to read this, you could've generated a lead worth \$3,000 – \$5,000 or, more...but many times, you aren't trained in how to do so. Stop walking away from money-making opportunities! This course is designed exclusively for you, the service technician; you'll leave with the knowledge and confidence needed to solve problems for homeowners.

### Why You Should Attend

This class has been created for, and dedicated to, Service Technicians. This class is NOT designed to teach Service Technicians how to sell - but it IS designed to teach them how to generate more leads. Each and every day in the field, techs hear issues from homeowners that they cannot solve. This class will provide service techs with the knowledge they need to address and solve EVERY problem they hear. Service technicians will leave this class with the confidence and understanding necessary to proactively troubleshoot, offer solutions and provide information to homeowners and prevent call-backs.



### What You Will Learn

- Overview of home performance and how to solve customers' problems.
- How duct & thermal envelope issues are often the true cause of customer comfort, dust and efficiency complaints that Techs hear every day.
- How promoting HPC testing truly serves the customer and can generate leads.
- The best types of service calls in which HPC testing can be successfully offered.
- Senior Managers/Owners and Comfort Consultants should also attend to both learn new information and use the opportunity for team building and creating momentum.



Course qualifies for  
5 BPI CEUs and  
1 NATE CEU\*

\*associated specialties



### Who Should Attend

Service Technicians  
Maintenance Technicians  
Owners/Senior Managers

Class Fee: \$400

Discounted Rates:

- Comfort Institute Members: No Charge
- Aeroseal Dealers: \$250
- 100% Money Back Satisfaction Guarantee

Scan QR code for  
a complete training  
schedule, or visit:

[www.ciinfo.org/training](http://www.ciinfo.org/training)



## CEU Information & Policies

Comfort Institute is proud to offer Continuing Education Credits (CEUs) for BPI and/or NATE. We are an approved BPI CEU Provider and Test Center.

In order to receive your Continuing Education Credits (CEUs) for BPI and/or NATE, you must attend the class in-person, for the entire duration. You must also provide Comfort Institute with your identification number upon registration (all registration is online). All attendees will be instructed to verify attendance by completing a sign-in sheet upon arrival to class. If your name is not included on the sign-in sheet, we cannot issue CEUs to you.

### BPI Certification Exam

On the last day of the 101 Course, each attendee will have the option to earn or renew a BPI Certification by completing the written exams. Comfort Institute will administer the Building Analyst (BA) and the Envelope Professional (EP) exams. In order to receive BPI Certification, attendees must register and pay for both exams and pass both exams.

### NATE

Any attendee wishing to earn NATE CEUs\* may do so by registering and attending any of our listed courses. (\*Please provide your NATE identification number upon registration.)



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## Questions?

We are always available to answer your questions or to provide you with assistance - we are just an email or a phone call away!

