



TRAINING TOUR

Class Descriptions

Home Performance Certification

CEUs: 18 BPI, 32 NATE | 5 Days

Optional BPI written exams + CI Home Performance Certification Technical class is for HVAC contractors stepping up to home and 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 (BA) and Envelope Professional (EP) online certification exams that are offered on day five.

Duct Performance Certification

CEUs: 12 BPI, 20 NATE | 3 Days

This class focuses on the problems and opportunities created by duct leakage, poor design, and installation. It also covers other duct system challenges like high static pressure, low air flow, poor insulation, poor terminal selection, and closed door pressure imbalances. The class is broken into three levels of duct certification in order of difficulty. They must be taken in consecutive order. All three can be taken during a single week of class.

Fast-Track to Home Performance

CEUs: 8 BPI, 16 NATE | 2 Days

Crash course will provide participants with the knowledge to diagnose, repair and solve homeowners' problems without the requirement of a BPI certification. Great class for anyone who wants to learn how the whole house works as an interactive system.

Master Ventilation & Humidity Control

CEUs: 8 BPI, 16 NATE | 2 Days

Today's houses are getting tighter, so proper ventilation is required. How to bring it in can also be challenging, so we will learn different approaches and strategies to meet the ever-growing need. Humidity in southern homes is often too high and can be dealt with in many ways, we will work with dehumidifying, sizing, crushing these requirements.

Discover More Opportunity On Every Service Call

CEUs: 5 BPI, 10 NATE | 1 Day

Designed exclusively for the service technician, this class will provide the knowledge and confidence needed to address and solve EVERY problem they hear in the field. The class is not designed to teach service technicians how to sell — but instead is designed to teach them how to generate more leads.

Unlock Your Sales Potential with Home Performance

CEUs: 8 BPI, 16 NATE | 2 Days

This course focuses on advanced concepts in home comfort selling. It is designed to enhance your ability to improve client relationships and generate additional in-home sales. Discover how other people really see you, while understanding and changing your customer relationships. This class will help you learn the best ways to overcome the most common objections.

Schedule Your Training Now: Call 800.933.5656 or
Email info@comfortinstitute.org