



To: All Unitary Products Distribution

From: Unitary Products Training Team – Norman, OK

Date: January 11, 2017

The Unitary Products training team is pleased to announce the availability of **SPRING 2017 live courses**.

Courses include:

- Commercial Startup & Commissioning
- Commercial Applications Specialist
- SSE Controls
- TM Fundamentals
- TM Residential Product Teardown
- Train the Trainer: The Power of Presentation*

* New for 2017. See the next page for details.

Course info and registration are always available here:

<http://bit.do/upacademy>

We appreciate your partnership and the opportunity to provide the finest industry training to support your success.

Scott Nelmark
Director, Training Services
Johnson Controls Unitary Products



Train the Trainer: The Power of Presentation

In today's business climate, effective presentation skills are a must. Those tasked with technical and sales presentations have the opportunity to influence customer perception through an engaging training style.

Customers expect distributor and branch service, sales, and training representatives to deliver high quality training. In many cases, the quality of training offered is one of the major deciding factors contractors use when selecting a distributor or branch partner.

We have designed a two-and-a-half day course to help distributor and branch representatives exceed that expectation and acquire and maintain quality business partnerships. This course is ideal for new representatives or those who would like to build their confidence in successfully conducting live presentations.

Train the Trainer: The Power of Presentation participants have the opportunity to enhance their confidence in presentation skills. Course content includes the following:

- Course preparation
- Understanding learning styles
- Effective instruction methods and instructor image
- Meeting control, question handling, and connection with students
- Active listening
- Training tools (software and hardware)
- Practice presentations to reinforce concepts that have been learned and applied through the course of instruction. Each participant receives a video of their final presentations.

This training is open for all Unitary Products brands and there are no pre-requisites to attend. Students are asked to bring their laptop PCs to class.

Note: This course is a pre-requisite for consideration as a Certified Instructor at an Authorized Residential Training Center.

The investment for this training is \$1695.00 per student and includes three nights lodging at the Embassy Suites Norman, transportation between the hotel and training center daily, lunches, breaks, and course materials.

Scott Nelmark
Director, Training Services
Johnson Controls Unitary Products

Raymond Granderson
Lead Instructor, Technical Services
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