

Course Description

This eLearning course reviews 4 common objections that residential contractors face when proposing split-ductless solutions. In addition, it provides insights on how to overcome these obstacles in order to be more confident when proposing and selling Mitsubishi Electric cooling & heating solutions.

Prerequisite

None

Target Audience

Sales Associates, Installers

Course Duration

35 minutes

Educational Credits

None

Course Tuition

No Charge

Classroom Requirements

Laptop computer or Internet accessible device

KITCHEN

BEDROOM 3

LIVING
VAULTED CLG

MASTER SUITE

Objectives

- ▶ Recognize the value in taking time to educate customers on the benefits of split-ductless solutions
- ▶ Effectively communicate product value by addressing customer concerns
- ▶ Communicate the application options for split-ductless indoor units
- ▶ Describe the Hyper-Heating technology which permits operation at low temperatures

