

Course Description

The Zoned Comfort Solutions Training is designed to provide Diamond Contractors with the skills and knowledge to effectively recommend Mitsubishi Electric solutions to potential customers and the knowledge required to capture and retain customers and articulating solutions using an elevator speech.

Module 1: Hot Spot/Cold Spot Solutions
Module 2: Cooling & Heating Renovated Spaces
Module 3: Upgrading & Replacement
Module 4: New Construction
Module 5: Solutions for the Environment
Module 6: Solutions for Light Commercial

Prerequisite

M- and P-Series Product Overview eLearning

Target Audience

All audiences

Course Duration

Varies by module

Educational Credits

Varies by module

Course Tuition

No charge

Classroom Requirements

Not applicable

Objectives

- ▶ Identify the most effective solutions for hot spot/cold spot situations
- ▶ Identify possible solutions for renovation projects (e.g. home office, basement etc.)
- ▶ Identify HVAC possible solutions for upgrading and replacement
- ▶ Identify HVAC possible solutions for new construction
- ▶ Identify HVAC possible solutions for environmentally conscious customer
- ▶ Identify HVAC possible solutions for light commercial situations
- ▶ Develop an elevator pitch to offer appropriate solutions to a customer

