

Learn About Residential Building Electrification from Electrify My Home

Residential Space Conditioning and Water Heating Electrification

A great course for TECH Clean California Contractors



TECH
CLEAN CALIFORNIA

Format:

Live Classroom

Duration:

3 Days

Location & Date:

May 8 – 10, 2024

San Jose Environmental
Innovation Center
1608 Las Plumas Ave,
San Jose, CA 95133

Credits:

BPI (20 CEUs);
NATE (24 CEHs x 11 specialties)

Registration:

Register under “Courses” at:
aea.us.org/electrification-knowledge-hub



For more information, please contact tech.training@energy-solution.com or visit switchison.org/contractors/training-hub

Course Description

This course provides a robust introduction into residential building electrification. It is designed for construction trade personnel of all levels including owners, sales managers, salespeople, installers, service technicians, and office support staff (primarily Day 1 for support staff). A key distinction of this training is its design and delivery by Electrify My Home, a pioneering HVAC electrification company with real field experience navigating the ins and outs of this exciting new pathway. The course:

1. Informs participants of market changes prompting widespread home electrification. Participants will learn about driving forces in this movement, changing technologies, and shifting consumer preferences;
2. Introduces “Install Small” and “Good Electrification” concepts;
3. Gives contractors the know-how to pivot from traditional gas heating to modern electric heat pumps without negatively affecting their bottom line; and,
4. Confers in-depth knowledge regarding heat transfer mechanisms, functionality, and benefits of heat pumps for residential electrification.

Course Content

Part 1 — Electrification Basics

- a) Environment, Policy, and Culture
- b) The Clean Electric Home Solution
- c) “Install Small”
- d) Envelope 101

Part 2 — Soft Skills in Electrification Sales

- a) Timing & Opportunity
- b) Converting Your Customer
- c) Electrification Products and Panels
- d) Project Planning

Part 3 and 4 — Systems & Envelope Performance

Comfort, system design, testing, and performance evaluation to ensure optimal electrification outcomes

Course Testimonials

"GAMECHANGER. Larry is a great teacher and super funny."

– M.A., Dr. Ductless

"Larry and his crew were absolutely incredible. Their knowledge and expertise have helped me gain new insight on the future of electrification."

– R.C., Atlantic Air

"This class has been refreshing and informative... Larry is a wealth of information, able to relate real-time situations to the information we are learning. Couldn't have chosen a more informative and engaging instructor."

– L.B., Temp Air System

"Such a great program. Larry was incredibly knowledgeable, fun, and dynamic. Easy to follow. Very excited to implement what we have learned into our everyday business life."

– P.Z., Clear Heating and Air Inc.

"I am only installing heat pumps currently. This course reinforced my confidence in that decision."

– J.T., Bailey's Heating and Air

"Great program. I learned so much. The instructors were very knowledgeable. Please share with the HVAC world!"

– R.P., Clear Heating and Air Inc



About the Training Provider

Electrify My Home provides training based on real-world experience in residential electrification. With experience of hundreds of high performance projects completed, Electrify My Home shares its experience in a fast-paced training program that is good for all parts of your company. We share the principles of "Install Small" and "Good Electrification" processes that will optimize future grid reliability and program stability.

Course Instructors

Larry Waters is the founder of Electrify My Home and has over 40 years of experience in HVAC service, installation, sales, and management. He is BPI- and NATE-certified, has designed and installed over 400 electrification projects in the greater Bay Area of California, and serves as a Building Decarbonization Coalition advisory board member and Leading Light representative.

Dan Perunko has over 20 years of experience in HVAC and building science. As cofounder of Balance Point Home Performance Company, he provides full-service home performance analyses, retrofits, consultations, and trainings. Dan is both a contractor who designs and installs energy-efficient HVAC systems, as well as a professional instructor who works frequently with California's utility companies.



Interested in becoming a TECH Clean California-enrolled contractor?

Sign up at The Switch is On's TECH Clean California Resource Hub, here: switchison.org/contractors/tech-clean-california