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### FEBRUARY 1 | SELLING TODAY'S HIGH-EFFICIENCY EQUIPMENT



Jim DePalma, CSG Director

Selling high-efficiency HVAC equipment is a challenge in today's market. Join us as we discuss how to educate your customer, and how to use social media to show your work.

### FEBRUARY 8 | NTI & CENTROTERM



Jim DePalma, CSG Director

Join us as we discuss what to look for when offering a condensing boiler to your customer. Can you vent it properly; can you really make the boiler condense; how are we distributing the heat into the home?

### FEBRUARY 15 | ELECTRO PRODUCTS



Anthony Tosi, CSG Manager

Why Electric? Electric heating is a clean, safe and reliable choice for homeowners that can improve the quality of life for generations to come by reducing our carbon footprint. Today's focus on sustainability and the drive to reduce carbon emissions are great reasons why electric heating is the best choice for residential and commercial buildings. Come join Wales Darby with Electro factory guest.

### FEBRUARY 22 | A.O. SMITH HEAT PUMP & TANKLESS



John Resso, CSG Manager

This technical webinar will cover all the internal parts and pieces that make up an A.O. Smith tankless and with tank water heaters, as well as common error codes and troubleshooting. The webinar will also review local rebates available.

### MARCH 1 | SPACEPAK



Rick Koester, CSG Manager

In this webinar, we will discuss SpacePak Air to Water and High-Velocity systems, best practices, and utilizing SpacePak Design services to put together a properly functioning system. We will be joined by factory a guest.

### MARCH 8 | TACO SYSTEM M



Jim DePalma, CSG Director

Are air to water heat pumps for every home? We will discuss how to design a heating system around A2W heat pumps and review what you already have for heat emitters and see if it will generate what is needed.

### MARCH 15 | RADIANT HEATING



Jim DePalma, CSG Director

Low-temperature heating systems are the future and a well-designed & installed radiant system is the best way to deliver low temp heating. Join us as we discuss your options with Uponor radiant heating.

### MARCH 22 | FUJITSU AMUG



Rob Clemens, CSG Manager

This webinar will introduce you to the Fujitsu Multi-Positional Air Handler. We will be utilizing a live-fire demo unit to review best practices, installation, and set-up procedures including function code settings.

### MARCH 29 | FUJITSU RESOURCES



Rick Koester, CSG Manager

In this webinar, we will discuss the many resources we utilize to design, service, and install Fujitsu mini-split systems. We will be joined by a factory guest.