



Join us for this upcoming
SEMINAR

Gas Furnace Service
Friday, September 6, 2019

Auer Steel
865 Xenium Lane
Minneapolis, MN 55441

7:30 a.m. - 8:00 a.m.

8:00 a.m. - 3:30 p.m.

Registration

Program

(Lunch, Breaks, and Handouts Included.)

This program will cover the following topics:

Sequence of Operation. Understanding the operation process will help in troubleshooting a gas furnace in a timely manner. Too often, technicians are ordering multiple parts to repair a gas furnace when they don't have to.

Common Furnace Problems. Some issues are caused by customers and some result from poor installations. No matter which, they result in a poorly operating furnace. We will cover these issues and find out why it is important to have and follow a maintenance checklist to help avoid or create additional issues.

Diagnosing and Trouble-Shooting Gas Furnaces. Verifying stack pressures and pressure switch operations. Calculating the efficiency of a gas furnace. Addressing troubleshooting skills will reduce call-backs, reduce diagnostic time, and increase customer satisfaction!

Intangibles. Offering options and value. Staying positive. When to talk and when to keep quiet. The language of sales. Attitudes, influences, action plans, and fun! Be prepared to Tell Me Sumtin' Good!

About the Instructors/Location:

Originally from Louisiana, Charles Morales holds an Associate of Applied Science Degree in HVAC-R from Elaine P. Nunez Community College. Mr. Morales and his family relocated to Texas in 2005 where he continues to teach HVAC-R. He is a member of ACCA, RSES and a past member of the HVAC Trade Council. With fourteen years of experience as a successful HVAC-R business owner and 22 years of teaching, he knows that quality education helps technicians develop and be successful in the field.

\$199.00 for MHCA Members

\$299.00 for non-MHCA Members (Join MHCA and save \$100.00 per person!)

BONUS: Send a Technician and Your Service Manager Attends for Just \$99.00!

Space is limited to 40 attendees. Register today by completing the form below!

For additional information about this program or MHCA membership, contact MHCA at (888) 782-6815.



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Registration Form

ATTENDEE INFORMATION

(Copy Form For Additional Registrants)

Name: (first) _____ (last) _____

Name: (first) _____ (last) _____

Company: _____

Address: _____

City: _____ State: _____ Zip _____

Phone: (_____) _____ Fax: (_____) _____

Email: _____

REGISTRATION FEE

| | Member | Non-Member | Service Manager |
|--------------|---------------------|---------------------|--|
| Attendee | \$199.00 per person | \$299.00 per person | \$99.00 per person (w/additional attendee) |
| # Attendees | _____ | _____ | _____ |
| Total | \$ _____ | \$ _____ | \$ _____ |

PAYMENT INFO

Credit Card: VISA MasterCard Discover AmEx

Name on credit card: _____

Billing Address: _____

CC Number: _____ Exp Date: _____ CVC Code: _____

Check: Payable to "MHCA"

Mail, fax, or email completed registration form to:
Minnesota Heating and Cooling Association
6066 Shingle Creek Parkway, Suite 167
Brooklyn Center, MN 55430

Phone: 888-782-6815
Fax: 888-287-4116
Email: jane@assocmgmtservices.com