



CONTRACTORS: INCREASE YOUR SALES WITH A PRE-HEATING SEASON TUNE-UP

Learn how to sell energy efficiency to your customers

Whether you're a contractor, supplier, distributor, or seller of heating, cooling, water heating, insulation, windows, and more, your sales will really heat up when you share the benefits of energy conservation with your customers.

And now, Enbridge is offering energy efficiency training sessions at no charge to you, led by industry experts. You'll learn everything you need to know about integrating and selling energy efficient technologies, how energy modeling can help support your sales efforts, updates on Enbridge's Home Energy Conservation program incentives, and more.

It means more business for you and more energy savings for end users. That's good for business and it's good for the environment.

AGENDA	7:30am – 10:30am
7:30	Breakfast
8:00	Welcome and Introductions
8:00-8:15	Home Energy Conservation Incentives Program Overview Michelle Cote - Enbridge
8:15-9:30	Integrating and Selling Energy Efficiency Gord Cooke or Andrew Oding
9:45-10:30	Q & A and Wrap-Up

Choose from the following list of training sessions:

- Wednesday, Sept 12th – Ottawa – Andrew Oding**
Centurion – 170 Colonnade Rd, Nepean, ON K2E 7J5
- Thursday, Sept 13th – Toronto (Markham) – Andrew Oding**
Crystal Fountain – 60 McDowell Gate, Markham, ON L6G 1B5
- Friday, Sept 14th – Peterborough – Andrew Oding**
Peterborough Golf & Country Club
1030 Armour Rd, Peterborough, ON K9H 7H4
- Monday, Sept 17th – Barrie – Gord Cooke**
Barrie Golf & Country Club – 635 St Vincent St, Barrie, ON L4M 4S5
- Friday, Sept 21st – Niagara (St Catharines) – Gord Cooke**
Four Points by Sheraton – 3530 Schmon Pkwy, Thorold, ON L2V 4Y6
- Tuesday, Sept 25th – Toronto (Vaughan) – Andrew Oding**
Paramount – 222 Rowntree Dairy Rd, Woodbridge, ON L4L 9T2
- Monday, Oct 1st – GTA East – Andrew Oding**
Deer Creek Golf & Banquet Facility – 2700 Audley Rd, Ajax, ON L1Z 1T7

The heating season is coming up fast, so take advantage of this great opportunity to learn how to help your customers make their homes more comfortable and energy efficient.

To register for a breakfast training session, visit TeachMeHEC.com and secure your spot today!

Regards,

The Enbridge Energy Efficiency Team



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Gord Cooke,
President of Building Knowledge Canada

There are few professionals in Ontario that can match Gord Cooke's broad knowledge of the inner workings of a house. Highly regarded in the Ontario homebuilding industry, Gord is a professional engineer, trainer, author, and industry consultant. For over 25 years, Gord has helped builders and HVAC contractors implement innovative technologies and build better homes. He is an effective and passionate educator and advocate for better building practices, improved indoor air quality, and energy efficiency.



Andrew Oding,
General Manager,
Sr. Building Science Associate

With an extensive background as a builder for 20+ years, Andrew brings an insightful and real-life practicality to building science principles and their in-field applications. As a recognized building science trainer by the Government of Canada - Office of Energy Efficiency, Building Science Specialist (University of Toronto), and HVAC designer and commissioner, Andrew is working closely with the development of new building codes and advanced building programs (i.e. ENERGY STAR®, Net Zero, LEED for Homes™, etc.) across North America.