



2015 CONTRACTOR COLLEGE

Presenting:

“Residential Requirements for the 2015 Energy Conservation Code”

and

“Create a World Class Experience for Customer Loyalty and Profit”

JOE NEBBIA - Energy Code Expert

Residential Requirements for the 2015 Energy Conservation Code



The State of Maryland adopted the **2015 International Energy Conservation Code** on January 1 and counties around the state are in the process of adopting and beginning enforcement of the new code. This class, funded by the Maryland Energy Administration, will focus on the residential requirements of the energy code, the science and reasons behind those requirements, and strategies for meeting code. The trainer will discuss correct and incorrect field installations, as well as common problems found during energy code inspections. Participants will be encouraged to ask questions.

Joe Nebbia is a national buildings researcher and consultant with a focus on building science, economics, and regulation. Mr. Nebbia is an MBI associate member and an active participant in the MBI Codes & Standards Committee. He has over 13 years of policy and regulatory experience with almost a decade spent in the building industry.

In addition to his work on building codes, he has conducted studies on housing and construction economics, developed housing technology and research roadmaps, and serves as technical and operations support staff for the US Department of Energy Zero Energy Ready Home program.

RICK DAVIS - Construction Sales Expert

Take Home Workbooks and a copy of The Sales Secret Included!!

Create a World Class Experience for Customer Loyalty and Profit



Learn the keys to producing related clients, gaining more referrals, and increasing your profits. Consumers can get products anywhere, but they can only get your experience from you. This session defines the methods that successful companies use to create unique customer experiences to produce related clients.

In the modern information era, it could be argued that consumers are more educated than ever before...or confused. Assume they are bombarded with information that confuses them and seeking the guidance of a dependable professional. That's where you come in as the expert who they can trust. The session takes you through a journey to get leads, convert them, and ultimately produce loyal clients who bring you more business.

Rick has emerged as the premier sales trainer in the construction products industry. He has been requested for keynotes and training seminars in 41 states and 6 Canadian provinces by the leading dealers, manufacturers, and associations in the construction industry because he delivers results.

REGISTER NOW! Only \$25.00 Cost! (Training Value \$225) Visit Product Sponsors during Breaks for Prizes!!

WHEN: Friday, November 13, 2015 7AM - 3:30PM Breakfast & Lunch Included

WHERE: Turf Valley Resort at 2700 Turf Valley Road, Ellicott City, MD 21042

Please RSVP by Thursday November 5, 2014 to Jennifer Purdy jpurdy@twperry.com PHONE: 301.987.1487

NAME: _____ **COMPANY:** _____

EMAIL: _____ **CELL PHONE:** _____