

Bring Customers Comfort, Savings, and Reliability.

Heat pump advantage training for B General C20 HVAC + C36 Plumbing contractors.



Course Description

Join us for a free hands-on training designed by a real California HVAC professional from Electrify My Home who has built successful heat pump-only businesses. This one-day session delivers proven strategies to help your team sell more heat pumps, increase profit margins, and grow your market share. From overcoming customer objections to mastering installation practices, you'll walk away with the playbook, tools, and confidence giving you the advantage of closing heat pump jobs.

What You'll Learn:

-  Learn sales tactics for heat pumps
-  Gain hands-on knowledge of heat pump installation
-  Overcome customer objections with confidence
-  Stay competitive with modern energy technology

What You'll Receive:

Those who attend the training will have access to claiming the following benefits or giveaways for participating:

- Free 3-day training with Electrify My Home
- Free National Comfort Institute classes
- \$100 stipend per employee attendee paid to company
- Listed on Switch Is On
- Free lunch provided

**March 6, 2026
8:30 a.m. to 3:30 p.m. PST**

Center for Employment
Training (CET)

49-111 Highway 111, Suite 5,
Coachella, CA 92236

Register today at
[HPAdvantageCoachella.eventbrite.com](https://www.eventbrite.com/e/heat-pump-advantage-training-for-b-general-c20-hvac-c36-plumbing-contractors-tickets-31121111101)



About the Training Provider

Electrify My Home offers hands-on training in residential electrification, drawing from hundreds of high-performance projects to provide practical, real-world insights. Their fast-paced program teaches the principles of “Install Small” and “Good Electrification” to support grid reliability and program stability across all parts of your company.



Course Instructor

Courses are led by founder Larry Waters, a BPI- and NATE-certified expert with over 40 years of HVAC experience and more than 1,000 electrification projects completed in the Bay Area. Larry also contributes to industry guidance through advisory roles, including the CA Heat Pump Partnership Advisory Council.

