



Sessions at the ACCA Conference of Interest to Raters and Building Performance Professionals

The 2013 RESNET Building Performance Conference provides a special opportunity for home energy raters and the building performance industry. In 2013 the RESNET Conference will be held in conjunction with the Air Conditioning Contractors of America (ACCA) and the Indoor Air Quality Association (IAQA) Conferences. RESNET, ACCA and IAQA have an agreement where attendees of any of the conferences can attend any of the sessions of the three conferences with the price of a single registration. **RESNET Conference attendees can ONLY attend the learning lab sessions and cannot attend any ACCA general sessions or special events!**

The ACCA 2013 Conference will offer the following learning labs that would be of interest to raters and building performance professionals:

Let's Get It Started With QA RSI

The new QA RSI Program is open to new applicants who want to be recognized for being quality contractors that do quality work. This session will give you an overview of the checklists used during verification of installation. And you'll learn the key points of the program: how to get in, how to stay in, what happens if there is a problem, and how it can help you take your business to the next level.

Presenter: Wes Davis, ACCA

Home Performance Contracting The QA Way

We all know that taking specific measurements and evaluating certain conditions can greatly improve your understanding of an existing house, and how the HVAC system will perform there. This lab will show you how to evaluate more than the size of the existing equipment. You'll learn how to conduct a thorough audit of the house and develop a complete scope of work to address the multiple facets of the home in order to provide improved comfort, safer operation, lower energy usage, and a healthier indoor environment.

Presenters: Brendan Reid, Comfort Institute; Stan Johnson, Stan's Heating & Air Conditioning, Inc. and Ely Jacobsohn, U.S. Department of Energy

Always Be Prepared: Verifiers Are On the Way

Learn how to have your HVAC systems meet certificate requirements. Tim will show you how to rely on specially trained and tested Verifiers to ensure that your HVAC systems are compliant. Learn the training Verifiers will take, the test (or NATE Certification) they will have to pass, and what you can expect of them when they arrive on the job site so you can be prepared.

Presenter: TBD

The Whole Building Approach Business Opportunity

Using Entek as a model, you'll learn how they approached and entered the Building Performance market, including how they initially identified the market opportunity, how it fits in their company model, how to interact with the home owner, the new sales cycle/model, and where they see Building Performance opportunities in the future.

Presenter: Matt Todd, Entek Corporation

Quality Installations Lead the Way

HVAC quality installations are directly affecting ENERGY STAR programs that promote energy efficiency. Learn from the managers in charge of these nationwide programs what they have planned and how their efforts can help you stay ahead of the competition.

Presenters: Jon Passeand Chandler von Schrader, Environmental Protection Agency and Ely Jacobsohn, U.S. Department of Energy

Measuring Performance and Safety for RSI

Compliance with the ENERGY STAR Programs requires HVAC system testing to demonstrate compliance with elements of the QI 5 Standard. This session will demonstrate the procedures you'll need to be knowledgeable of and the provide demonstrations of different tools you can use to accomplish the measurements.

Presenter: Bill Spohn, TruTech Tools, LTD

Solve Temperature Imbalance Problems Using A Whole Building Approach

Presenter: Brendan Reid, Comfort Institute

Using Social Media & Online Reviews To Catapult Your Company To The Next Level

This presentation will primarily address "On-line Reputation Management" ...using social media and on-line consumer review sites to gain "low-cost" leads and increase closing ratios from a Contractor who has successfully done it for his own business. This information is useful to all Contractors no matter their market, specialty or niche in the business and will explore how easy it can be to successfully implement an on line reputation management program within their own businesses without vast computer knowledge or the need to hire a marketing firm.

Presenter: Rich Morgan, Magic Touch Mechanical, Inc.

QA RSI Program: Working With Verifiers

The new QA RSI Program will rely on specially trained and tested Verifiers to ensure that these HVAC systems are compliant. This session, given by the world famous CHERS Rater Brett Dillon, will provide lessons learned from years of interacting with the good, the bad, and the ugly...and how to survive.

Presenter: Brett Dillon, IBS Advisors, LLC

Lessons Learned: An Overview of Site Visit Success and Failures

In 2012, ACCA began auditing QA program participants. To ensure they are complying with program requirements. Contractor results will be shared (anonymously). This session will give you the opportunity to learn from others' mistakes and successes to be fully prepared for when the auditor visits your company. You don't want to risk missing this one.

Presenter: Don Prather, ACCA

No limits: Reaching The Duct Sealing

Amit Gupta and Neal Walsh, Aeroseal and Ellis Guiles, TAG Mechanical Systems, Inc.

RESNET Energy Smart Home Performance Teams

Presenter: Dallas Jones, Home Energy Team Institute

Technician Sales Can Boost Your Profit

Presenter: Rick Hutcherson, Comfort Institute

For more information on the ACCA learning labs go to [ACCA 2013 Learning Labs](#)

Access to these sessions with your 2013 RESNET Conference registration presents a unique opportunity to expand one's knowledge base and network with HVAC contractors.