

DATELINE



Your monthly update from MSCA

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LEED AP EXISTING BUILDING ACCREDITATION TRAINING – another class added – Due to the overwhelming popularity of the LEED AP Existing Building training class, an additional class has JUST been scheduled for **May 15 – 16 at the Renaissance Philadelphia Airport Hotel**. This 10-hour class, designed to help prepare attendees for the LEED Existing Building accreditation exam, will provide an intensive review of the USGBC and the LEED certification and rating process for existing buildings. An in-depth overview of each LEED pre-requisite and credits required for LEED EB certification is also covered. Sample exam questions are provided and reviewed. Over 200 MSCA members have already taken this course and have found it extremely informative and invaluable as they prepare for the exam. Instructor Dave Hubka, LEED AP, is an HVAC Engineer who has an in-depth understanding of the LEED process and shares his knowledge and expertise in an easy to understand and practical way. Registration is limited to the first 40 registration forms received. Registration information can be found at <http://www.mcaa.org/education/msca/leed-eb/>.

SALES MANAGER TRAINING PROGRAM – LAST CHANCE IN 2008 – MSCA's new Effective Sales Manager Training Program is scheduled for May 5 – 7 in Scottsdale, AZ – the **only** time this program will be offered in 2008. The three-day highly interactive program is designed to help sales managers develop the skills, capabilities and expertise required for successful sales management. Team taught by Nancy Bandy and Woody Woodall, the program includes small group exercises, team presentations, role playing, roundtable discussions, and development of a personal action plan. This program is MSCA's most highly rated program to date! Attendance is limited and you are encouraged to register your sales personnel today! For details, go to: <http://www.mcaa.org/education/msca/salesmgrtraining/> or to register on-line go to www.mcaa.org/education.

SPECIAL EVENT COMING SOON FOR ALL MSCA STARS – All MSCA STARS have received a complimentary invitation to attend a special MSCA STAR Summit on May 13 – 14 in Chicago, IL. The Summit will feature special guest speakers, workshop sessions and roundtable discussions with a focus on helping STARS get the most from their STAR status. Workshop sessions will include such topics as: STAR Philosophy – Internalizing STAR and creating a company culture around it; STAR Difference – creating a buzz about STAR along with sales and marketing tactics; and STAR Value – benefits to customers and creating a demand for STAR. In addition, the first Shooting STAR Award will be presented to the company that has most successfully branded themselves as a STAR. For more information on becoming a STAR and how to start receiving all the MSCA STAR benefits, go to: <http://www.msca.org/starForContractors.php>.

CONGRATULATIONS TO MSCA MEMBER TOTAL COMFORT OF WISCONSIN – Dave Hubka, MSCA's LEED EB instructor and Total Comfort of Wisconsin recently participated in a project that received Platinum Certification under the LEED for Commercial Interior (CI) rating system. This is only the 8th LEED CI Platinum building in the entire world and only the 71st Platinum building, under any rating system in the world. If your company has been involved in a LEED project which was successful in attaining LEED certification, let us know!! Send information to Barbara Dolim at bdolim@mcaa.org.

PROJECT HOME AGAIN POSTERS AVAILABLE AT NO-CHARGE – Due to Grundfos Pumps recent generous donation to Project Home Again, posters are currently available to MSCA member companies at NO charge. If you would like to display missing children posters on your service vehicles, now is the time. To download a Commitment Form, go to <http://www.projecthomeagain.com/contractor.html> and submit today - no payment required. Posters will be free for a limited time only.

23rd ANNUAL MSCA EDUCATIONAL CONFERENCE – SAVE THE DATE!! Plan to attend this year's MSCA Conference scheduled for October 12 – 15, 2008 at the beautiful Hyatt Hill Country Resort in San Antonio, TX. A great line-up of speakers and special events is being planned. A special optional half-day program on Retro Commissioning will also be offered just prior to the conference. Watch for complete conference details coming SOON!