

WHAT'S NEW

We'll Teach Your Service Supervisors How to Juggle Just About Anything



Your service supervisors manage a million details every day. Want to help them learn to juggle all their ASAP requests with ease? Then send them to *Growing and Developing Service Supervisors* April 18-20, in Philadelphia, PA. The course will provide them with new insights and tactics they can use to manage virtually any workplace situation. Instructor Kevin Dougherty offers sage advice and facilitates role plays based on real-life situations that are videotaped for participants to see how they are really doing out there. This program is ideal for both seasoned supervisors looking to "up their game" as well as newly minted supervisors who want to start off on the right foot.

This program sells out quickly, so sign up today! Registration is \$850 for the first person from an MSCA member company; \$750 for each additional employee. To register, [click here](#) or for more information, contact Sobeida Orantes at saorantes@mcaa.org.

Last Chance!

Sign Up for Our *Selling Efficiency Effectively* Seminar

There's still time to register for the two-day seminar *Selling Efficiency Effectively* to be held February 28-March 1 in Baltimore, MD! This program will guide mechanical service contractors through the in's and out's of what it takes to close the sale on their efficiency projects.

Mark Jewell, a popular presenter at MSCA LIVE 2012, will lead this intensive program. Fee for MSCA/MCAA members is \$950 for the first person, \$850 for the second person from the same company. The program will be held at the BWI Airport Marriott, conveniently located near the Baltimore-Washington International Airport. To register, [click here](#), or for more information, e-mail Sobeida Orantes at saorantes@mcaa.org.

Attention GreenSTARs! Get LinkedIn with Your Peers

MSCA invites GreenSTARs to unlock the power of the MSCA GreenSTAR network by joining the MSCA GreenSTAR LinkedIn Group. Don't miss out on becoming a part of this community that enables you to:

- Exchange ideas, discuss new opportunities and network
- Get updates on events, webinars, classes and conferences
- Gain access to insider marketing and social media tips and tricks
- Stay on the pulse of current news from ENERGY STAR, BOMA, etc.
- Read contractor success stories and case studies



[Join the MSCA GreenSTAR LinkedIn Group today!](#) If you do not already have a free LinkedIn account, [signing up](#) takes less than five minutes. With LinkedIn, you can:

- Establish your professional presence online
- Stay up to date on the competition, your business, suppliers and vendors, customers and colleagues
- Promote your personal brand and qualifications
- Tap into the knowledge of your network
- Recruit new employees

Share the value of the MSCA GreenSTAR LinkedIn community and empower others at your company to get involved in the conversation. Pass along this invitation to join the [MSCA GreenSTAR LinkedIn Group](#).

Current Mechanical Technician Featured in *ACHR NEWS*

"Technician Promoted through Hard Work," published in the January 28, 2013 issue of *ACHR NEWS*, chronicles the career of MSCA Marketing Committee member Pete Smith (Current Mechanical, Ft. Wayne, IN) who went from an entry-level technician to vice president of service. "Whether dealing with an employee issue or closing a big project with a client, the human interaction is what I enjoy about this career the most," says Pete. To read the complete article, [click here](#).

Now You Can View Safety Videos Just About Anywhere!

MSCA members have come to count on MCAA safety training DVDs to help ensure the safety of their valued workers. Now, as an additional benefit of membership, MSCA members now can access, at no charge, our entire library of mechanical construction, service, plumbing, and welding safety videos on their iPad, iPhone or Android device. The MCAA Video App is certain to help your company extend its safety training to new lengths and offer yet another significant business advantage of belonging to MCAA. Simply go to Apple's App Store or the Android Play Store and search for "MCAA Video." Then use your Members-Only password to view, for free, more than 35 valuable safety training videos - 22 of which are presented in Spanish. Forgotten your password? Logon to <http://www.mcaa.org/password/forget> to retrieve it or create a new one.

Dispatchers Training Program A Hit; Second Course Scheduled for May

The sold-out Dispatchers Training Program in Ft. Lauderdale, FL, this week brought together dispatchers at various points in their careers who learned how to sharpen their customer service and organizational skills. MSCA will be offering this course again May 21-22 in Chicago, IL. It's sure to also be a sell-out so sign up today! For more information or to register, [click here](#).

Detailed Assessments Through ESP Webinar Will Take GreenSTARs to the Next Level

GreenSTARs ready to take the next step with their Energy Solutions Profile (ESP) experience should plan to listen in on our *Detailed Assessments through ESP Webinar* to be held on March 13, at 1:00 p.m., Eastern Time. Past MSCA Chairman and benchmarking pro Thom Brazel (Ruthrauff Service LLC, Pittsburgh, PA) will demonstrate the many advantages of using the software. You'll also learn about how you can now download information from data loggers into the program and chart temperature, humidity and CO2 to create a more robust benchmarking report. This program is open to all MSCA members. To register for this webinar, [click here](#).

2013 GreenSTAR Program Guide Now Available

Read all about what's planned for MSCA's GreenSTAR program in the just-released 2013 Program Guide. It's your planner for the year whether you are a GreenSTAR or preparing to apply to become one! Read about upcoming webinars, seminars, and details about the program and its benefits by [clicking here](#).

Thanks to Our MSCA LIVE 2012 Sponsors!



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