



Light Commercial Training



Date December 17 - 18, 2009
Time 9:00 am - 5:00 pm; December 17
7:30 am - 3:30 pm; December 18

Location Woodson & Bozeman University
3870 New Getwell Road
Memphis, TN, 38118
2nd floor training room



Instructor Mike Ray of Trane

Participant Owners and Service Managers

Training Training will focus on the sales features, functions, and benefits (FFB's) of the 3-10 ton Precedent units, the 12 1/2-25 ton Voyager units, and the 6-20 ton Odyssey split systems. Participants will be able to communicate benefits both in terms of contractor and end user. Participants will learn to use the ROI Calculator to show the financial benefits of replacing older, inefficient equipment, and how to utilize the Quote Calculator as part of the Trane Leasing.

Lodging Holiday Inn; 5795 Poplar Avenue, Memphis, TN 38119
W&B preferred rate is \$90 plus tax each night.
Please call me so I can make reservations for you.

Training fee is non-refundable. Please make check payable to Woodson & Bozeman.

\$50 for non-Trane Comfort Specialist Dealer participant (1 per Dealership)
\$25 for Trane Comfort Specialist Dealer participant (1 per Dealership)

Participant's Name _____ **Position** _____
Company Name _____
Phone number _____ **Email address** _____

Please complete and fax or mail registration form to Tina Tran no later than December 11, 2009.
Fax is 901-259-6863 • Phone is 901-259-6855 • 3870 New Getwell Memphis, TN 38118