TRAINING

We want all of our dealers to be awesome at installing, selling, understanding the system, troubleshooting, etc. There is no better way for anyone to learn than hands-on training and repetition. We know that doesn't always happen overnight and it takes time to digest what is being taught. No one will know everything after a training and only so much is retained. But here are some pros and cons to training here in Salt Lake City, Utah compared to your location. Also included are what is usually covered during the training.

Training here in Salt Lake City, Utah

Day #1—You can follow an install crew for the day to watch the install and learn tips and tricks. This process may not last the entire day depending on the job that is scheduled that day. Added warehouse time could be arranged.

Day #2—This is spent in the office working with a representative to go over the following and more:

- Layout Design
- Wiring and Installation tips
- Selling
- Estimating
- Troubleshooting
- Ordering Material
- App Tutorials
- Marketing Options

PROS	CONS
You control your costs for the travel	Depending on the time of year, you may not receive dedicated representative time
You can see a very talented crew working with years of experience complete a project in real time.	They move very fast and will not have time to stop and explain things. You may miss parts
You will see tips and install methods on the install from pros that may not be shown by a dedicated trainer in house.	The architecture and building methods here may not match your area so tips and tricks may not ever be used in your area.
Limited costs could accrue	Is more costly when flying out multiple people

Training onsite with PACKAGE C

Day #1—Part of the package includes enough material to install a full project. We all install this entire day with all your crew by our representative's side. The goal is to finalize the install in 1 day. Tools required by dealer.

Day #2—This is spent in a office or home working with the representative to go over the following and more:

- Layout Design
- Wiring and Installation tips
- Selling   (Appointments available)
- Estimating   (Visit local homes for tips and tricks)
- Troubleshooting
- Ordering Material
- App Tutorials
- Marketing Options

PROS	CONS
The representative is 100% dedicated to the training. No calls or emails unless in a down time.	There is a lot of information given and may not retain all.
All employees or helpers will get hands on training	This can go slower depending on the amount of explaining required
All install tips are happening on a home that is ideal construction for the home.	Install may not finish depending on speed and resources during the install.
Bring on as many employees or partners to watch and learn	You may need to compensate the helpers for being there

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