



# BRYANT ACADEMY

Business Development - 2 day course  
BDR JOURNEY

**Duct Design for Profit & Efficiency** presented by BDR

## CLASS DESCRIPTION

Duct Design for Profit & Efficiency teaches those involved in the process proper duct design from a profit viewpoint so they can design better systems that install faster and generate referrals. Dealers will learn how to correctly design a residential duct system using ACCA's Manual D while saving money and labor. Attendees will develop templates and shortcuts to correctly design systems in half the time. With their new knowledge, dealers will be able to improve the quality of their installations, generate higher levels of customer satisfaction and drive more referral leads. Improve the quality of your installations while reducing your time investment by taking advantage of the ideas and templates this course has to offer.

### Topics for this course include:

- Proper duct design using ACCA's Manual D.
- Labor reduction ideas and processes.
- System design efficiency ideas.
- Money and time saving templates.
- Airflow standards and sizing.



## CLASS DETAILS

**DATE:** Thursday, October 21st & Friday, October 22nd, 2021  
(2 days -You must attend both days to receive credit for the class)

**TIME:** Day 1: 9:00 AM - 5:00 PM (registration open at 7:30 AM)  
Day 2: 7:30 AM - 3:30 PM

**LOCATION:** Airefco, inc  
2600 E Ferry Ave  
Spokane, WA 99202

**You are responsible for booking your own lodging. If you require lodging please click [HERE for suggested hotels.](#)**

**CERTIFICATION:** 16 hours of FAD Factory Credit and 16 NATE Hours

**COST:** \$870 (includes lunch)

**WHO SHOULD ATTEND:** Owners, Lead Service & Install Technicians, HR Professionals, Service & Install Managers

**CANCELLATION:** If you register for a class and cannot attend, please make sure you e-mail [emarketing@airefco.com](mailto:emarketing@airefco.com) to avoid a cancellation fee. Dealerships will be charged according to the cancellation schedule listed below for individuals who do not cancel.

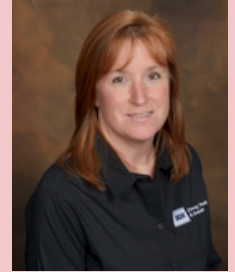
- > 15 days prior to scheduled class = Full tuition refund
- 5-14 days prior to scheduled class = 50% of Full tuition refund
- < 5 day prior to scheduled class = No refund

\* If we are able to fill your spot with another student, you will not be billed for cancellations.

**REGISTER EARLY - CLASS SIZE LIMITED TO 35 STUDENTS**

## INSTRUCTOR

**Candy Cunningham**



### Client Relationship Specialist

Candy Cunningham is BDR's Client Relationship Specialist. She is BDR's primary contact person for our distribution training sales channel and provides ongoing resources to BDR's distribution partners to help them host successful classes that drive their business forward.

Candy has a deep background in distribution sales and territory management. In 1994, Candy became a Sales Support Specialist for an HVAC distributor in Iowa and Nebraska. In this role she became more involved with marketing plans, job quoting, annual dealer meetings, dealer recruitment and overall territory sales support. The Sales Support Specialist position then led her into her own territory as a Territory Manager in 2001.

As a Territory Manager, Candy was recognized in the Top 10 of national distribution sales three different times. Her first assigned territory grew from \$2m to just under \$6m in just 5 years.



**Click Here To  
RSVP by October 1st, 2020**

**BDR** Driving Profit & Growth