Lennox VisionTECH 2023 Training Classes

			Career Enhance	ement for all At	tendees			
	#	Time:	Class Location:	Hours of Class time	Title	Class Description	Class Instructor	Notes
#	1	9:25	Main Stage	1	Learning Align in Your	How do you get department meetings and training to pay profits long term? Let's review different statistics and examples of how the proper training and communication can help your business, or you as an employee put more money in your pocket, along with less frustration long term.	Charlie Willkomm of Lennox Milwaukee District, Field Technical Consultant	New
#	2	10:35	Main Stage	1	to Execution"	During this recorded "On Air" Podcast, Joe and Dave will bring you on air with questions, discussions, and a path to achieve YOUR vision with Execution! So get ready to be involved and enjoy the journey!	Joe Jones, of Lennox Industry, Director Lennox Learning Solutions, & Dave Chatmon, of Lennox Industries, Minneapolis District Manager	New
#	3	12:35	Main Stage	1	The Power of Leading from where you are	life's journey.	Dave Chatmon, of Lennox Industries, Minneapolis District Manager	New
#	4	1:45	Main Stage	1	motivates you to succeed and make your career dreams	whether you are just starting your career or thinking about what your next move should be - you need to understand what motivates you. In this class, you will take a motivation test to discover your work related interests. Next, we will teach you how to set goals and create new habits to take your career to the next		New
			Installation					
	#	Time:	Class Location:	Hours of Class time	Title	Class Description	Class Instructor	Notes
#	5	9:25	Wilderness 2	2	iHarmony Zoning &	Learn the features, applications, and set-up procedures of the iHarmony Communicating Zoning Panel. The benefits and features of communicating controls with zoning. Also the setup features and component placements and sizing that are crucial for the job.	Mark Grimes of Lennox Columbus District, Field Technical Consultant	
#	6	10:35	Wilderness 2	Continue of 2hr class	iHarmony Zoning &	Learn the features, applications, and set-up procedures of the iHarmony Communicating Zoning Panel. The benefits and features of communicating controls with zoning. Also the setup features and component placements and sizing that are crucial for the job.	Mark Grimes of Lennox Columbus District, Field Technical Consultant	
#	7	9:25	Wilderness 5	1	and Troubleshooting	This class will discuss installation and start-up techniques for the Lennox Mini Split Systems. Learn about the different single and multiple ductless and ducted indoor units, standard and low ambient condensers. Review some of the basic troubleshooting for these systems including the spot check function.	Anthony Vitale of Lennox Detroit District, Field Technical Consultant, & Chris Vicari of Lennox Detroit District, Field Technical Consultant	
#	8	9:25	Tech Tent 1	2	Sheet Metal Layout "Limited	Learn the basics of sheet metal layout and fabrication. This will be a hands on class that will layout a sheet metal fitting. You will move to different stations to learn the different steps from different instructors about sheet metal layout and fabrication. BRING JACKETS Limit of 36 students	Lennox TECH Committee, Lennox dealer installation and service technician professionals	Limit of 36 students
#	9	10:35	Tech Tent 1	Continue of 2hr class	Sheet Metal Layout "Limited	Learn the basics of sheet metal layout and fabrication. This will be a hands on class that will layout a sheet metal fitting. You will move to different stations to learn the different steps from different instructors about sheet metal layout and fabrication. BRING JACKETS Limit of 36 students	dealer installation and service	Limit of 36 students
#	10	10:35	Wilderness 5	1	and Fundamentals	This class will review the basic fundamentals of refrigerant technology. Learn the techniques of charging A/C systems correctly with superheat and sub cooling. Discuss the importance of airflow and the affects on system performance.	Kyle Forrest of Lennox Houston District, Field Technical Consultant	

#	11	12:35	Wilderness 2	1	Hydronic Understanding, Hydronic Specialties, Types of Systems, and Basic Troubleshooting	, , , , , , , , , , , , , , , , , , ,	Howie Heier Hydro-Flo Products, Inc.	
#	12	12:35	Wilderness 5	1	Made Fasy Knowing the	This class will discuss how electricity flows, explain symbols seen on electrical schematic diagrams used in an HVAC system. Demonstrate how to properly read a schematic to determine sequence of operation. We'll also take a look at how to use a schematic to troubleshoot the system.	Mark Grimes of Lennox Columbus District, Field Technical Consultant	
#	13	12:35	Tech Tent 1	2	Brazing 101 Part 1		Lennox TECH Committee, Lennox dealer installation and service technician professionals	
#	14	1:45	Tech Tent 1	Continue of 2hr class	Brazing 101 Part 2		Lennox TECH Committee, Lennox dealer installation and service technician professionals	
#	15	1:45	Wilderness 2	1	Field and Office	shooting for the customer could save the customer and your company time and frustration. What benefits are you missing if you are not familiar with the Service	Anthony Vitale of Lennox Detroit District, Field Technical Consultant, & Chris Vicari of Lennox Detroit District, Field Technical Consultant	New
#	16	1:45	Wilderness 5	1	iComfort Communicating System Troubleshooting	Learn the proper wiring and troubleshooting for this communicating system. Find out what poor quality wiring and connections can do to create communicating errors. Lets walk through some steps to prevent and troubleshoot these problems.	Kyle Forrest of Lennox Houston District, Field Technical Consultant	New

		Service						
	#	Time:	Class Location:	Hours of Class time	Title	Class Description	Class Instructor	Notes
#	17	9:25	Sandstone 1	2	Condensors Such as El 1970V	Learn the benefits along with do's and don'ts of the inverter style Lennox Equipment. Learn the correct installation methods and line sizing for installing the condensers. Review the versatility of wiring the condenser as single stage, 2 stage, or communicating. Troubleshooting techniques in case of cooling problems, along with proper settings for air conditioning	Mark Tweedy of Lennox Des Moines District, Field Technical Consultant	New
#	18	10:35	Sandstone 1	Continue of 2hr class	Condensers Such as EL18XCV,	Learn the benefits along with do's and don'ts of the inverter style Lennox Equipment. Learn the correct installation methods and line sizing for installing the condensers. Review the versatility of wiring the condenser as single stage, 2 stage, or communicating. Troubleshooting techniques in case of cooling problems, along with proper settings for air conditioning	Mark Tweedy of Lennox Des Moines District, Field Technical Consultant	New
#	19	9:25	Wilderness 4	1	90% Condensing Furnace Installation/Start Up	This class will discuss basic installation and start-up techniques for 90% Lennox furnaces. Learn some newer venting options and troubleshooting from the field. Review sections of the manuals to save you time and frustration on the jobsite.	Ken Dupree of Lennox Chicago District, Field Technical Consultant	

					ECM Motor "Variable Speed	This class will cover all of the Regal Genteq motors used in residential and		
			Sandstone		and Constant Torque"	commercial HVAC for the last 30 + years. The knowledge gained from this session will help you gain the confidence and competence to discuss the benefits	Chris Mohallov of Pogal Poynord	
#	20	9:25		1	•			
			4,5,6		Operations and	of, and install ECM driven systems to operate at peak performance to provide maximum comfort for the customer. You will also learn how learn how to	Training Manager	
					Troubleshooting	diagnose and service these systems if needed.		
						Are we fully understanding the correct sizing and airflow profile to take care of		
					Understanding Relative	high humidity conditions in a home or space? Are we educating the customers		
#	21	9:25	Wilderness 1	1	_	to how effective or how low the humidity level can be controlled with just air	Kyle Forrest of Lennox Houston	
"		3.23	Wilderness 1	-	•	conditioning? This class will help you understand the properties of sensible and	District, Field Technical Consultant	
					to Control it Effectively	latent heat in a space and how to control it.		
					IAO Farringsont	Learn about the different applications and functionality for humidifiers,	Chad Mathern of Lennox	
#	22	10:35	Wilderness 4	1	IAQ Equipment	dehumidifiers, different filters, Pureair PCOs, ERV and HRV, UV lights, and	Minneapolis District, Field Technical	
					Understanding	ventilation. Sales and Installation	Consultant	
						What questions or concerns do you have with our communicating systems? This	Anthony Vitale of Lennox Detroit	
					S30 and S40 Communicating Control	class will go through the navigation and steps you need for setup and	District, Field Technical Consultant, &	
#	23	10:35	Wilderness 1	1	Familiarity, Setup and Navigation	troubleshooting of the S30 and S40. We will review the new S40 and the	Chris Vicari of Lennox Detroit District,	New Class
					rannianty, Setup and Navigation	accessories that are available to monitor air quality and remote wireless	Field Technical Consultant	
						sensors.	Tield Technical Consultant	
						Learn the importance of selling and setting up the proper heat pump system for		
						our colder climate. If not sold or setup with the proper defrost termination,	Charlie Willkomm of Lennox	
#	24	12:35	Sandstone 1	1	Basic Heat Pump Knowledge	defrost tempering, and outdoor stands, you will most likely have potential	Milwaukee District, Field Technical	New Class
						problems. Go threw terminologies and sizing that the homeowner will probably	Consultant	
						review with you.		
					90% Condensing Furnace	This class will discuss basic installation and start-up techniques for 90% Lennox		
#	25	12:35	Wilderness 4	1		furnaces. Learn some newer venting options and troubleshooting from the field.	Ken Dupree of Lennox Chicago	
					Installation/Start Up	Review sections of the manuals to save you time and frustration on the jobsite.	District, Field Technical Consultant	
						Learn the benefits along with do's and don'ts of the inverter style Lennox Heat		
					Installation and Service of the	Pumps. Learn the correct installation methods and line sizing for installing the		
			Sandstone		Modulating Inverter Style HPs	condensers. Review the versatility of wiring the condenser as single stage, 2	Chad Mathern of Lennox	
#	26	12:35	4,5,6	2	Such as EL18XPV, EL22XPV,	stage, or communicating. Troubleshooting techniques in case of heating	Minneapolis District, Field Technical	New Class
			4,5,0		1	problems, along with proper setup of the balance point, defrost termination,	Consultant	
					and SL25XPV Part 1	and defrost tempering for the heat pumps.		
						Learn the benefits along with do's and don'ts of the inverter style Lennox Heat		
					Installation and Service of the	Pumps. Learn the correct installation methods and line sizing for installing the		
			Sandstone	Continue of		condensers. Review the versatility of wiring the condenser as single stage, 2	Chad Mathern of Lennox	
#	27	1:45	4,5,6	2hr class		stage, or communicating. Troubleshooting techniques in case of heating	Minneapolis District, Field Technical	New Class
			.,5,6	2111 01033	and SL25XPV Part 2	problems, along with proper setup of the balance point, defrost termination,	Consultant	
					and SLZJAFV Fail Z	and defrost tempering for the heat pumps.		
						This class will use the furnace trainers that were built to show different faults		
					Hands On SLP99, EL296V,	and problems a furnace can present. This will have multiple instructors and		
					EL196E. and ML196E Furnace	stations for a limited size of students to be more affective. We will review and	Lennox Field Technical Consultants	New Class,
#	28	12:35	Wilderness 1	1	Troubleshooting "Limited	troubleshoot 3-4 different items such as pressure switch faults, understanding	from various districts	Limited Size
					_	CEHB malfunction, high static pressure affects, flame sensor faults and the	ranous aistricts	(36 Max)
					Class Size"	differences in motors and circuit boards. "Sign up right away for first come first		
						serve limited seating to about 36"		
						Air flow is a key component to a comfortable building or home. This class will		
					Airflow Understanding for	help you understand the importance of airflow and duct sizing for your jobsite.	Mandy Type do a file of the Day Add	
#	29	1:45	Sandstone 1	1	_	How we are seeing more jobs with noises that are not always the blower being	Mark Tweedy of Lennox Des Moines	
					Jobsite Noise and Duct Sizing	bad. Understanding what the affects of the correct static pressure, filters, and	District, Field Technical Consultant	
						acoustical material in the home can have on the system noise and performance.		
						Field procedures for detecting failing heat exchangers to keep the homeowner	Bill Brink of Kettle Moraine Heating	
#	30	1:45	Wilderness 4	1	Heat Exchanger Detectives	safe and you protected. This class will help you take an easy approach to	and A/C,	
π	30	1.43	Trilaci iless 4	•	Theat Exchange Detectives	boosting replacement sales and perform thorough inspections.	Owner	
					'			

# 31	1:45	Wilderness 1	1	Wiring	to clear up questions with all the low voltage wiring applications Lennox has to	Mike Betsanes of Lennox Chicago	
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			Sales					
	#	Time:	Class Location:	Hours of Class time	Title	Class Description	Class Instructor	Notes
#	32	9:25	Tundra E/F	1	How to Sell with Authenticity!!	Join me to get a quick snapshot of what you can gain in life by being the truest version of yourself. See what's possible regarding hitting all your goals in sales, life and relationships when you can learn to speak from your heart. Life is full of possibilities sometimes we have to get out of our own way to get it!!	Mike Guillen, of Air Assurance Tulsa Oklahoma, Comfort Advisor	New
#	33	9:25	Tundra C/D	1	Sales Excellence	Identify, Participate, & Learn 3 Skills that can be immediately utilized during in home replacement consultations or demand service calls. This class will be participant focused and instructor supported to ensure that EVERY participant leaves with improved Skills in the Following Area: 1) Setting Upfront Agenda's with Homeowners 2) Asking Better Questions to Learn how to Solve Homeowner Problems 3) Overcoming Objections by Utilizing Questions for Better Understanding This will be a fast paced and engaging class that promises to leave participants with Improvements and take aways they can immediately apply to their consultations or demand service calls.	Brian Kremmel , of Legacy Group US	New
#	34	10:35	Tundra E/F	1	Voice of the customer and meeting their new demands	As the world around us is changing, so are the needs of our customers. Your customers today see areas like environmentally friendly equipment, utilization of government rebates, and total home comfort as being key items to consider as they make their choices. In this class we will take a deep dive into the recent Home Comfort Survey and show you the tools you need to prepare your business for the coming changes.	Nick Galanis , of Lennox Industries, Detroit District Manager	New
#	35	10:35	Tundra C/D	1	Utilizing Tax Credits, Consumer Rebates & Utility Rebates to Close More Sales	We will dive into current tax credits as well as rebates that are available to help increase your product mix and close more sales	Pat Hebert, of Lennox Industries, Minnesota Territory Manager & Mark Schoeneman, of Lennox Industries, South Dakota Territory Manager	New
#	36	12:35	Tundra E/F	1	Voice of the customer and meeting their new demands	As the world around us is changing, so are the needs of our customers. Your customers today see areas like environmentally friendly equipment, utilization of government rebates, and total home comfort as being key items to consider as they make their choices. In this class we will take a deep dive into the recent Home Comfort Survey and show you the tools you need to prepare your business for the coming changes.	Nick Galanis , of Lennox Industries, Detroit District Manager	New
#	37	12:35	Tundra C/D	1	Sales Excellence	Identify, Participate, & Learn 3 Skills that can be immediately utilized during in home replacement consultations or demand service calls. This class will be participant focused and instructor supported to ensure that EVERY participant leaves with improved Skills in the Following Area: 1) Setting Upfront Agenda's with Homeowners 2) Asking Better Questions to Learn how to Solve Homeowner Problems 3) Overcoming Objections by Utilizing Questions for Better Understanding This will be a fast paced and engaging class that promises to leave participants with Improvements and take aways they can immediately apply to their consultations or demand service calls.	Brian Kremmel , of Legacy Group US	New
#	38	1:45	Tundra E/F	1	How to Sell with Authenticity!!	Join me to get a quick snapshot of what you can gain in life by being the truest version of yourself. See what's possible regarding hitting all your goals in sales, life and relationships when you can learn to speak from your heart. Life is full of possibilities sometimes we have to get out of our own way to get it!!	Mike Guillen, of Air Assurance Tulsa Oklahoma, Comfort Advisor	New

#	39	1:45	Tundra C/D	1	The Art of Negotiation	when selling products and services or negotiating with anyone from vendors to employees or employers.		New
			Owner/Office	11				
	#	Time:	Class Location:	Hours of Class time	Title	Class Description	Class Instructor	Notes
#	40	9:25	Glacier A/B	1	Solutions and Using Lennox U	In this breakout we will:-Review the concept of performance evaluations and identify strengths and weaknesses in each employee – identify the training needs of the company and establish a training plan for each that will be paid for over 12 months – Create a culture of growth and excellence withing the business.	Dave Nichols, Manager Lennox Learning Solutions, of Lennox Industries & Doug Smiley, of Lennox Industries, Technical Training Manager	New
#	41	9:25	Tundra A/B	1	Retention and Recruitment	Our industry continues to face significant headwinds when it comes to recruiting talent into our trade. Every organization will fail without a continual focus on recruiting and retaining our employees. In this class we will discuss methods and keys to help us thrive.	Matt Samuel , of Lennox Industries, Kansas City District Manager	New
#	42	10:35	Glacier A/B	1	Improve Your Leadership and Improve Your Business	When you're just starting out with your business, it's probably just you, your tools and a truck. But as you grow, leadership skills become more important. Knowing how to effectively lead and inspire a team can make the biggest difference in your businesses success. In this class we will discuss how you can sharpen your leadership skills, motivate your team and create a culture that drives results.	Kyle Golden, of Lennox Industries, Chicago District Manager	New
#	43	10:35	Tundra A/B	1	2023 Digital Trends: What You Need to Know to Stay Informed in a Changing Online World		Sarah Snider, Digital Strategist of Strategic America & Jenny Weiss, Client Strategist of Strategic America	New
#	44	12:35	Glacier A/B	1	Tactical Digital Marketing Strategies for HVAC: How to Win Consumers on Google	Do you want to learn how to leverage online search engines like Google to help grow your business? Join Michael Venidis, Chief Experience Officer of RYNO Strategic Solutions, where he will teach you not only how Google works, but also share industry-specific digital marketing strategies to help your business generate more new customers online. Do you already have a marketing company? Even better, learn how to hold them accountable. What are you waiting for? Sign up for the course and let's grow!	Michael Venidis , President of Digital Marketing, of Ryno Strategic Solutions	New
#	45	12:35	Tundra A/B	1	2023 Digital Trends: What You Need to Know to Stay Informed in a Changing Online World	It's a full-time job keeping your business relevant in an ever-changing online world, making the golden days of dial-up and AOL seem like a lifetime ago. Join Jenny Wise and Sarah Snider as we bring you up to speed on 8 emerging trends in the digital landscape. In just 1 breakout, we'll cover how to improve your digital presence across search, video, GBP, social media and more!	Sarah Snider, Digital Strategist of Strategic America & Jenny Weiss , Client Strategist of Strategic America	New
#	46	1:45	Glacier A/B	1	Navigating Change / Succession Planning	Do you have plans in place to prepare you to hand the reins of running the company to someone else?Do you have leaders in the business who may be moving on and need to be replaced? Is your business ready to be turned over to someone else to operate? During our meeting we will review the necessity of planning for succession throughout the organization, the changes it may bring and the steps leaders need to take to insure an orderly transfer of responsibilities when the time comes.	Dave Nichols , Manager Lennox Learning Solutions, of Lennox Industries	New

Tundra C/D

The Art of Negotiation

Joe Jones shares a modern way to think about sales and negotiation by utilizing

tactical empathy. You will walk away with four practical exercises you can apply Joe Jones, of Lennox Industries,

#	47	1:45	Tundra A/B	1	Operations Excellence	Identify the statistical reality that Small to Median Business Owners Face thru daunting odds to be successful. Utilize 4-6 startling statistics involving health statistics, failure rate, effect on the family, and mortality rates to demonstrate these odds. Contrast that with the research that shows that 80% of millionaires today are first generation millionaires and DIDN'T inherit their money. Regardless of how they FEEL about their business in its current state they should consider the statistics. And propose to the audience, that a business checkup it valuable. Just like their time and resources. During our meeting we will do a 5–10-minute business checkup. And, if after reviewing the results of this checkup, they get a clean bill of health they may not need to go to Operations Accountability and could consider other learning opportunities provided by LLS. However, if, after this checkup they realize the health of their business doesn't meet their expectations or the standards for success they should "stick around" for the presentation to see the advantages of Operations Accountability to their business. At the end of this Workshop, we will provide an instant enrollment opportunity and promotion to attend these classes.	Brian Kremmel , of The Legacy Group US	New
			WILL					
	#	Time:	Class Location:	Hours of Class time	Title	Class Description	Class Instructor	Notes
#	48	9:25 Wilderness 3		rness 3 1	WiLL Women in Lennox Leadership	This class is for all women connected in someway to the industry. Open discussion with top women leaders in the HVAC industry	Dottie Pacetti, of Lennox Industries, Territory Manager & Kathy Mollers, of Lennox Industries, Territory Manager	New
			High School Cla	Hours of Class				
	#	Time:	Class Location:	time	Title	Class Description	Class Instructor	Notes
#	49	9:25	Glacier C/D	1	High School Break Out	Welcome meeting, break up into small groups and tour the event and discuss areas	Lennox TM's	New
#	50	10:35	Glacier C/D	1	High School Break Out	Two different college instructors teaching about he HVAC industry and what their college has to offer	Various College Instructors	New
#	51	12:35	Glacier C/D	1	High School Break Out	Two different college instructors teaching about he HVAC industry and what their college has to offer	Various College Instructors	New
#	52	1:45	Glacier C/D	1	High School Break Out	Two different college instructors teaching about he HVAC industry and what their college has to offer	Various College Instructors	New
			Commercial Te					
	#	Time:	Class Location:	Hours of Class time	Title	Class Description	Class Instructor	Notes
#	53	9:25	Tech Tent 2	1	Lennox New RTU Core Controller	Lennox CORE Controller for Enlight and Model L	Tom Coy, of Lennox Commercial	New
#	54	10:35	Tech Tent 2	1	Lennox RTU Economizers	Economizers and the new Siemens Economizer Control	Tom Coy, of Lennox Commercial	New
#	55	12:35	Tech Tent 2	1	Lennox VRF Product Overview	Lennox VRF Equipment and Service Module Overview, what is Lennox's advantages	Chip Hill, of Lennox VRF	New
#	56	1:45	Tech Tent 2	1	Lennox VRF Installation	Lennox VRF Installation and setup	Chip Hill, of Lennox VRF	New
	Total Control 2 1 Lennox vivi instantation Lennox vivi instantation and setup							