In the business world today, technology is a fast moving target. In order to be competitive we need to learn new products thoroughly and quickly. The shorter the learning curve the more time you have to run your business. Every job and every sales proposal should have load calculation and duct sizing to meet the customer's comfort concerns and the proper sized equipment is installed on the job. Butcher Distributors believes that the end consumer is more educated than ever and this consumer expects the load calc and sizing to be performed before a quote is given.

Butcher Distributors has put together a 2-day Wrightsoft training program that teaches you how to design and sell HVAC systems with the latest technology. This class offers an in depth agenda to meet all customer comfort needs. Attendees will gain the confidence and knowledge that it takes to be an efficient designer with profitable sales; you'll be engineering instead of bidding. What a great way to differentiate yourself from the competition and to prove you are a comfort specialist!

Day One

1. **Overview of Right-Suite Residential**
   • The power of integration
   • The ability to design, sell and cost a job
   • Reports and custom proposals
   • Components and symbols

2. **Describe the project**
   • Setting design conditions   • Entering utility rates
   • Selecting duct preferences   • Right-Draw components

3. **Describe the Building with Right-Draw (Part 1)**
   • Setting infiltration options
   • Selecting drawing scale options
   • Selecting default construction materials
   • Verifying project information

4. **Describe the Building with Right-Draw (Part 2)**
   • Creating a block load   • Adding doors and windows
   • Adding a room   • Room by room design
   • Property sheets   • Adding layers (Levels)

5. **Utilize Special Features in Right-Draw**
   • Adding vaulted ceilings   • Designing with edit points
   • Grouping objects   • Notation Layers
   • Duplicating building components
   • Graphic Images

6. **Select Equipment**
   • Creating and assigning mulit-zones
   • Explaining screens linked to zones

Day Two

1. **Air Distribution**
   • Distribution   • Equipment CFM   • Fitting types
   • Static Pressure   • Duct Materials   • Duct layers
   • Multi level ducts

2. **Creating Templates**
   • Creating templates for streamline use
   • What information belongs in templates
   • File operation

3. **System Comparison - Right-$**
   • Fuel cost comparison
   • Return on investment (ROI); paybacks; operating costs
   • Utilizing colored bar charts for results

4. **Assemble Right-Quote Database**
   • Editing the cost database
   • Adding and changing categories
   • Selecting and pricing materials

5. **Custom Reports and Catalogs**
   • Creating custom reports and catalogs
   • Customizing reports and proposals: logos, etc
   • File operation

6. **Conclusion: Helpful Hints and Time Saving Techniques**
   • Show the effect and relationship of templates throughout Modules: Right-J, Right-D, Right-$
   • How to use help files as a reference for Right-Suite

TO PARTICIPATE:
COMPLETE AND RETURN REGISTRATION ON BACK

DATES: Tuesday, October 11, 2010 & Wednesday October 12, 2010

TIME: 8:30am—5:00pm

LOCATION: Holiday Inn, 1819 S.W. Railroad Ave, Hammond, LA 70403, (985) 662-3877

COST: $295/person (includes use of laptop during class, a tutorial CD-rom, a demo CD, Survey sheets to assist with collection of job data, TIP sheets, Special pricing in the purchase of the software for attending the class, a certificate of completion at the end of the course, as well as lunches. LIMITED SEATING

☐ **Using Wrightsoft's Computer**
   (Limited to 18)

☐ **Using My Own Laptop**

	TM	

Dealer Name	
Contact Name	
Address	

City		**State**		**Zip**	
Phone		**Fax**			

Email Address	

LIST OF ATTENDEES ($295 per attendee)	

Dealer Principal Authorization Signature		**Date**	

FAX REGISTRATION FORM TO (504) 733-5517