



**Excellence  
Alliance**

# 2005 Contractor Excellence Development Series

\* EAI Operations Workshops - Free to All EAI Members, \$600 Non-Members

\*\* EAI Sales Workshops - Free to Gold & Blue Members, \$300 Assoc., \$600 Non-Members

\*\*\* Commercial Series - Free to Gold Members, \$300 Blue & Assoc., \$600 Non-Members

## 1st Quarter

**1/27-1/28**

Sales: Service Agreement Sales \*\*\*  
Instructor: Jim Graening  
Location: Canton, OH

**2/1-2/2**

Sales Summit - Excellence Day \*\*  
Instructor: Matt Smith  
Host: Bruner Corporation  
Location: Columbus, OH

**2/22-2/23**

Introduction To Flat Rate Pricing \*  
Instructor: John W. Turnage  
Host: Wooldridge Heating & Air, Inc.  
Location: Lynchburg, VA

**2/24-2/25**

Sales: Project Sales \*\*\*  
Instructor: Jim Graening  
Location: Canton, OH

**3/1-3/2**

Pricing For Profits \*  
Instructor: John W. Turnage  
Host: Rodenhiser Plumbing & Heating, Inc.  
Location: Holliston, MA

**3/28-3/29**

Sales: Design/Build Construction Sales \*\*\*  
Instructor: Jim Graening  
Location: Canton, OH

## 2nd Quarter

**4/4-4/5**

Tracking & Reporting - Warehouse & Purchasing \*  
Instructor: John W. Turnage  
Host: TDIndustries  
Location: Dallas, TX

**4/19-4/20**

Sales Summit \*\*  
Instructor: Matt Smith  
Location: Orlando, FL

**4/28-4/29**

Project Management: Prioritization & Profit \*\*\*  
Instructor: Jim Graening  
Location: Canton, OH

**5/2-5/3**

Indoor Air Quality \*\*  
Instructor: John W. Turnage  
Host: Rasmussen Mechanical Service Corp.  
Location: Council Bluffs, IA

**5/3-5/4**

Sales Summit \*\*  
Instructor: Matt Smith  
Location: Philadelphia, PA

**5/23-5/24**

Project Management: Service, Labor Scheduling \*\*\*  
Instructor: Jim Graening  
Location: Canton, OH

**5/24-5/25**

Sales Summit \*\*  
Instructor: Matt Smith  
Location: Charlotte, NC

**6/6-6/7**

Leadership & Teambuilding \*  
Instructor: Jim Graening  
Host: Rodenhiser Plumbing & Heating, Inc.  
Location: Holliston, MA

**6/17-6/18**

Sales Summit \*\*  
Instructor: Matt Smith  
Location: Columbus, OH

**6/28-6/29**

Project Management: Upgrades, Add-ons, Changes \*\*\*  
Instructor: Jim Graening  
Location: Canton, OH

## 3rd Quarter

**7/28-7/29**

Leadership: Hiring & Performance Review \*\*\*  
Instructor: Jim Graening  
Location: Canton, OH

**8/9-8/10**

Setting up your Service Department \*  
Instructor: Dave Dombrowski  
Host: Howell's Heating & Air Conditioning  
Location: Ashland, VA

**8/29-8/30**

Leadership: Building Winning Teams \*\*\*  
Instructor: Jim Graening  
Location: Canton, OH

**9/6-9/7**

Pricing For Profits \*  
Instructor: John W. Turnage  
Host: Rasmussen Mechanical Service Corp.  
Location: Council Bluffs, IA

**9/12-9/13**

Indoor Air Quality \*\*  
Instructor: John W. Turnage  
Host: Bruner Corporation  
Location: Columbus, OH

**9/27-9/28**

Sales Summit \*\*  
Instructor: Matt Smith  
Host: Rodenhiser Plumbing & Heating, Inc.  
Location: Holliston, MA

**9/27-9/28**

Tracking & Reporting - Warehouse & Purchasing \*  
Instructor: John W. Turnage  
Host: Oliver Heating & Cooling  
Location: Morton, PA

**9/29-9/30**

Leadership: Change Management \*\*\*  
Instructor: Jim Graening  
Location: Canton, OH

## 4th Quarter

**10/5-10/6**

Introduction To Flat Rate Pricing \*  
Instructor: Dave Dombrowski  
Host: Jackson Comfort Systems, Inc.  
Location: Northfield, OH

**10/6-10/7**

Leadership & Teambuilding \*  
Instructor: Jim Graening  
Host: Rodenhiser Plumbing & Heating  
Location: Holliston, MA

**10/27-10/28**

Management: Coaching Teams \*\*\*  
Instructor: Jim Graening  
Location: Canton, OH

**11/28-11/29**

Management: Strategic Planning \*\*\*  
Instructor: Jim Graening  
Location: Canton, OH

**11/30-12/1**

Setting up your Service Department \*  
Instructor: Dave Dombrowski  
Host: Peaden Air Conditioning, Inc.  
Location: Panama City, FL

**12/13-12/14**

Leadership & Teambuilding \*  
Instructor: Jim Graening  
Host: TDIndustries  
Location: Dallas, TX

**12/15-12/16**

Management: Meetings & Communications \*\*\*  
Instructor: Jim Graening  
Location: Canton, OH

Visit our website:

[www.eainet.net](http://www.eainet.net)

for detailed class information