



Double Tree by Hilton
2100 South Priest Drive
Tempe, Arizona 85282

Tuesday, August 11, 2015
8:00 am - 1:00 pm

If you register before August 4th:
IAQA Members: \$60
Non-Member: \$70

If you register on August 5th or later:
IAQA Members: \$70
Non-Member: \$80

To register, please contact
Stephanie Denis at
StephanieD@CSCeng.com
Voice: 480-460-8334
Fax: 480-460-8335
(please state reason for call).

Unless you give 48-hour notice of cancellation, when you RSVP you are committing to payment regardless of your attendance, since the Chapter is charged for the space and for each prepared meal. Also, the cost per additional head is higher for walk-in attendees due to the premium fee the Chapter is charged, when we exceed our reserved attendance number.

IAQA Phoenix Chapter Workshop

Schedule:

8:00 - 8:30 am: Mix & Mingle, light breakfast

8:30 - 9:00 am: Chapter Director Derrick Denis updates, attendee self introductions

9:00 - 9:10 am: Break/Network

9:10 - 10:10 am: **Marketing Your Environmental Business in 2015**

Presented by Paul Cochrane

The marketing environment is changing. Marketing and sales technologies are evolving. New marketing trends are budding. Come learn what you need to know to ensure your business message is reaching your clients and prospects.

10:10 - 10:20 am: Break/Network

10:20 - 10:50 am: **Technology Update - Credit Card & Debit Card Processing Fees**

Presented by Joel Goldsmith

Come learn about credit card and debit card processing fees and how you might benefit from a newly negotiated IAQA member benefit. IAQA Members can receive preferred credit card and debit card processing rates from Wells Fargo thanks to negotiations between Wells Fargo and the IAQA Board of Directors. Come find out are credit card and debit card processing fees, how to save money and how to prepare for future changes in card technology.

10:50 - 11:00 am: Break/Network

11:00 - 12:00 pm: **Air Conditioning 101 - AC Basics & Answers to all your burning AC questions**

Presented by Pete Menconi, PE

It is summer time in Phoenix, what better time to learn about Air Conditioning? How does it work? What are the common components? What are the various common forms of cooling a building? What is a split system, a PTAC, a roof top package unit, a water source heat pump, an evaporative cooler, etc.? How do they differ? What are the pros and cons of each?

12:00 - 1:00 pm: Gourmet Buffet Lunch

Continuing Education:

Many certifying bodies require certificants to prove they are attending industry educational opportunities. For your benefit, the Phoenix Chapter provides you with a certificate of completion and a receipt. Beyond this, the Phoenix IAQA Chapter can apply for continuing education credits (CEUs) for use towards keeping a variety of your certifications current. For example, attending the Phoenix IAQA Chapter workshops will provide you with four (4) re-certification credits (RCs) applicable toward renewing any American Council for Accredited Certification (ACAC) certification.

Please email your Phoenix Chapter Director, Derrick A. Denis, at derrickdenis@csceng.com with your ideas for future workshop speakers or topics.

Our next Chapter Workshop will be on Tuesday, November 10 from 8:00 am until 1:00 pm. We hope to see you there!