



IHACI'S 44TH ANNUAL HVAC/R/SM TRADE SHOW

IHACI WANTS YOU

TO JOIN US AND BE A PART OF SOMETHING BIGGER!

SEMINAR SCHEDULE

(Seating is limited and on a first-come first-served basis)

1.

WORKFORCE DEVELOPMENT AND BUILDING A CAREER PATH TO HVAC/R/SM PERFORMANCE CONTRACTING

Time: 11:30 am – 12:30 pm

Location: Hotel Dena – Justine Ballroom

This seminar is targeted to students seeking a career in HVAC as well as existing employees seeking career direction and educational opportunities. Working professionals in the industry will discuss continuing education opportunities, wages, what they are looking for in future employees and different job opportunities available in the HVAC/R/SM Performance Contracting industries. Students can ask questions about their career opportunities, advancement, growth, development, and longevity in the HVAC field during the Q&A session.

Panel Presentation

Bob Wiseman President MightyServ; President IHACI Board of Directors
Steve Adams, Director of Sales, Ferguson HVAC; Vice President, IHACI Board of Directors.
Lawrence Castillo, President, Brody Pennell; Secretary/Treasurer, IHACI Board of Directors.
John Dalton, President Universal Air Conditioning Co.; IHACI Education & Training Lead.
Dean Gilford, Owner, Kilowatt Heating, A/C & Electric; Past President, IHACI Board of Directors.

2.

The AIM Act and 2025 California Virgin Refrigerant Sales Ban

Time: 1:00 pm – 2:00 pm

Location: Hotel Dena – Justine Ballroom

We will be speaking about the AIM Act which deals with reduction in Virgin HFCs produced and sold in the US on a Federal Level as well as the California Ban on Virgin HFCs with a GWP (Global Warming Potential) of 2,200 and above. I will discuss the specifics of each issue and how they will impact HVAC professionals in California.

Michael Borchard with A-Gas

A-GAS[®]
TOGETHER WE CAN

3.

10 STRATEGIES TO INCREASE REVENUE FOR FREE

Time: 2:30 pm – 3:30 pm

Location: Hotel Dena – Justine Ballroom

In this session Dave Robards on behalf of Grant Cardone Enterprises shares proven sales strategies for handling objections. Attendees will gain strategies and processes for business owners to ensure an immediate impact on revenue.

Dave Robards with Grant Cardone Enterprises

GC
GRANT CARDONE
ENTERPRISES

4.

VAN SAFETY: CRITICAL CONSIDERATION

Time: 4:00 pm – 5:00 pm

Location: Hotel Dena – Justine Ballroom

This course will cover the considerations a company should make when upfitting a van. It will include how a company's approach to upfitting a van can impact risk management, employee retention, and the bottom line. The considerations presented will be reinforced through the case scenarios of accidents and near misses in the vocational work environment.

Jon Bezon with Adrian Steel Company

ADRIAN STEEL[®]
Cargo Management Solutions for Commercial Vehicles