

Heat Pump Contractor Training Overview

Slipstream's heat pump contractor training is responsive to the market's needs and adaptive to external market forces.



Slipstream leverages distributor and manufacturer partnerships, employ flexibility and creativity in training delivery, and provide information to the supply chain that is grounded in research.

We deliver heat pump training and educational resources to distributors, trade school instructors, contractors, and program implementation staff. Direct-to-contractor training focuses on reaching business owners, sales staff, installation technicians and service technicians. We are recognized by the **DOE Energy Skilled program** as a heat pump training provider for both comfort advising and installation.

Slipstream delivers both virtual and in-person training. We use engaging exercises and activities for installers to develop their skills in load estimation, equipment sizing and selection, and hands-on experience with heat pump props, tools, and software.

HEAT PUMP TRAINING TOPICS

Introduction and Applications

- Intro to heat pumps and applications
- ASHP applications
- ASHP applications, sizing, and selection

System Design and Sizing

- Designing ASHPs with sizing and selection in mind
- Overcoming design challenges/ opportunities for ASHPs
- ASHP selection and configuration for success
- Activity: Equipment to load comparison (3 sessions)
(Activity can be modified for location of training delivery)

Refrigerant and Electrical

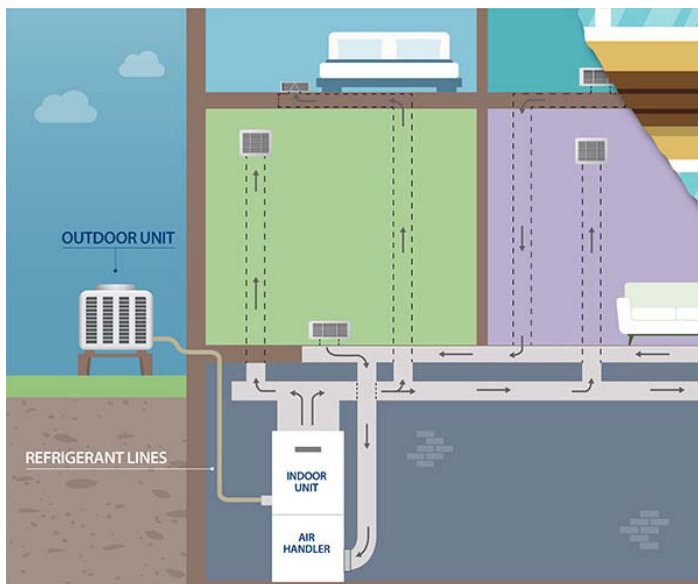
- Refrigerant cycles and components
- Electrical panel assessments

Airflow and Ductwork

- Existing duct assessments
- Duct assessments

Installation and Quality Control

- Quality installation
- Quality installation inspection
- Tools, tips, and installation best practices
- Activity: Visual inspection of ductless system
- Activity: Visual inspection of ducted ASHP
- Commissioning
- Non-invasive testing of AC/ASHP systems
- Activity: Equipment capacity check



Slipstream's training leverages applied research on emerging heat pump applications and innovations in contractor tools and processes.

We adopt a "common sense" approach highlighting third-party validated real-world energy and cost performance, customer and installer experiences, and practical guidance on the best local heat pump opportunities.

Our goal is to empower and transform local market behavior to rapidly scale quality installations of heat pumps that benefit customers. Slipstream's heat pump contractor training team provides guidance to incentive programs and raises the voice of the contractor and supply chain to impact program designs that drive lasting change.

CLIENTS

ComEd | Consumers Energy | DTE Energy
Focus on Energy | Indiana Michigan Power
Pacific Northwest National Lab | Xcel Energy
UPPCO | U.S. Department of Energy

HEAT PUMP TRAINING TOPICS—continued

Control Strategies and Best Practices

- ASHP control strategies and best practices (multiple sessions)
- ASHP in heating mode tests (measureQuick)

Sales and Marketing

- ASHP value propositions and sales
- Sales and marketing for heat pumps
- Table talk: ASHP sales techniques

Service and Workflow

Specialized Topics

- Heat pump water heaters (3 brand-specific trainings)
- Replacing ACs with ASHPs
- Intro to air-to-water heat pumps

Applications

- ASHPs for new construction
- ASHPs in multi-family applications

Technical Training (measureQuick applications)

- Airflow: Static pressure, TrueFlow grid, National Comfort Institute test, duct leakage screening
- AC/ASHP installation and service workflow
- Gas furnace service and installation workflow



Energy Skilled recognized training (U.S. Department of Energy recognized)

- Air source heat pump Installer training
- Air source heat pump comfort advisor training

