

Heat Pump Contractor Training

Slipstream's heat pump contractor training is grounded in applied research on heat pumps in cold climates.

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



WE OFFER

- **Technical training** for installers and technicians, including modules on system commissioning, diagnostics, and smart tool integration.
- **Sales training** for comfort advisors and business owners to enhance the customer's sales experience and ensure proper equipment selection, design and sizing.
- **Train the trainer** support to strengthen heat pump training offered by distributors and technical schools.

HEAT PUMP TRAINING TOPICS

Introductory Trainings

- Intro to heat pumps and applications
- ASHP value propositions and sales techniques
- ASHP applications, sizing, and selection

System Design and Sizing

- Designing ASHPs with sizing and selection in mind
- Heat pump control strategies and best practices
- ASHP selection and configuration for success
- Overcoming design challenges/opportunities for ASHPs
- Activity: Equipment to load comparison (3 sessions)

Refrigerant and Electrical

- Refrigerant cycles and components
- Electrical panel assessments

Airflow and Ductwork

- Assessing existing ductwork and sizing considerations

Installation and Quality Control

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

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



We take a practical, common-sense approach that highlights third party validated energy and cost performance, real customer and installer experiences, and clear 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.

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. DOE)

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

Find out more



CLIENTS: ComEd | Consumers Energy | DTE Energy | Focus on Energy | Front Range Community College | NEEP | New England Heat Pump Accelerator | NYSERDA | Pacific Northwest National Lab | Roxbury Community College | UPPCO | U.S. Department of Energy | Xcel Energy