

If you're happy with...

- Basic code or compliance training
- Just selling "boxes"
- Me-too marketing
- 2-5% net profit

Then Performance-Based Contracting™ is probably not for you.

BUT

If you're looking for...

- Training beyond code or basic compliance
- New ways to differentiate your company
- Ways to sell "solutions" and delivered performance
- Stand-out marketing
- Double-digit net profits

Then you owe it to yourself to learn more about Performance-Based Contracting™. Here's how...

National Comfort Institute (NCI), the Industry Leader in Performance-Based Contracting™, and Southern California Edison are partnering to bring you cutting-edge training designed to teach you how to perform higher quality installations and maintenance. Take advantage of this program and you'll learn about the critical technical aspects of HVAC System Diagnostics, Air Balancing, and System Renovation, as well as how to successfully present this approach to your customers through NCI's exclusive Performance-Based Selling Course.

Want to learn more about Performance-Based Contracting™?
Scan this code or visit www.WhyPBC.com.



NCI Performance-Based Training Schedule through November 2013

Aug 27-28 in Cypress, CA	Performance-Based Selling
Sep 4-6 in Cypress, CA	Residential & Light Commercial HVAC System Performance with Certification
Sep 24-26 in Cypress, CA	Residential & Light Commercial Air Balancing with Certification
Oct 1-3 in Tulare, CA	Residential & Light Commercial HVAC System Performance with Certification
Oct 8-10 in Tulare, CA	Residential & Light Commercial Air Balancing with Certification
Nov 19-20 in Cypress, CA	Residential HVAC System Renovation & Retrofit

**Seats are limited so reserve yours now!
For more information or to register,
call NCI at 800-633-7058!**

Not in Southern California? Be sure to view NCI's full training schedule at www.NationalComfortInstitute.com



The Industry Leader in Performance-Based Contracting™

FREE* for
Qualified Participants!
Sponsored by



An EDISON INTERNATIONAL® Company

Up to a **\$1,100 Value!**
*\$15-\$45 Registration fee applies