

# ENERGYMON® Certified Partner Class Schedule

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## Day 1

1. Welcome and Introductions
2. Synergy Conscious Company Background
3. Problems and solutions
  - a. High-level architecture
  - b. Products and their features
  - c. Ideal customer
  - d. Main selling points

10:30 AM Break

- e. Product demo
- f. How does it really work? See the equipment and installation

Lunch

4. Phase I: Making the sale
  - a. Advertising and Marketing
  - b. Listen to the customer: what do they really want?
  - c. Scoping the project
    - i. Wired or wireless? Power on/off?
    - ii. Counting circuits
    - iii. Picture taking
    - iv. Determining products needed
    - v. Costing out job

2:30 PM Break

- d. Revenue and Profit opportunities
- e. Selling
- f. Legal Contracts
- g. Synergy Conscious support

## Day 2

### 5. Phase II: Implementation

- a. Circuit tracing
- b. Toolkit
- c. Mapping/drawing
- d. BCM Installation

10:30 AM Break

- e. Network installation and configuration
- f. Database configuration
- g. EMNEXUS® Configuration
- h. Testing and seeing results
- i. Troubleshooting

Lunch

### 6. Phase III: Analysis

- a. Identifying the top problem areas
- b. Pattern analysis – what can we learn?
- c. Identifying opportunities to make more money
- d. Recommendations

2:30 PM Break

### 7. Phase IV: Consulting solutions

- a. Solving problems while making a profit.
- b. Additional Resources

### 8. Review

### 9. Exam