



| Quick Course
GUIDE

HEAT.U

HEAT.U

Your #1 resource for professional development and HVAC training

HEAT.U is your #1 resource for professional development. As a HARDI member, you have access to a full featured LMS (Learning Management System), free access to Wholesaling 101 training for your learners, and discounted pricing on thousands of courses, from technical HVACR training all the way down to a refresher course on Excel. With 24/7 on-demand content, your team will never be without the support they need to give your company a competitive advantage.

Take a look around and, if you have any questions on how HARDI's Talent Team can assist in your training initiatives, please don't hesitate to contact us. We look forward to working with you.



Izzy Markin
Training Specialist
ered@hardinet.org
Office: 888.253.2128

About HEAT.U

WHAT IS HEAT.U?

HARDI's Education and Training University is an online learning platform providing thousands of courses carefully selected to fulfill the educational and professional development needs of any HARDI HVACR wholesale operation, as well as many employees within the HARDI supplier, service vendor and other membership categories.

HOW IS HEAT.U DIFFERENT FROM TAKING A COURSE AT A LOCAL INSTITUTION?

Research has demonstrated that a well-designed and properly executed e-learning program provides equal, if not better, results as a traditional training program would, but at a much lower cost.

WHAT COURSES ARE AVAILABLE ON HEAT.U?

HEAT.U's vast capabilities provide a value-add for human resources and training professionals responsible for managing employee training records within a member's organization.

HEAT.U features thousands of e-learning titles, spanning a range of topics including:

- Sales & Service
- Purchasing
- Marketing
- Leadership & Management
- Warehouse Operations
- Human Resources
- HVACR
- Supply Chain Management
- Personal Productivity
- Microsoft Office/Business Skills

HOW MUCH DO COURSES COST ON HEAT.U?

Priced at \$195 per year, per learner, this subscription allows HARDI members to enjoy access to our entire HEAT.U library, which includes thousands of courses.

HOW DO I SIGN UP FOR COURSES ON HEAT.U?

Signing up and taking courses is easy! Everything needed is all in one place and can be accessed by visiting the Talent tab at HARDInet.org and filling out an enrollment form under HEAT.U.

BENEFITS OF USING HEAT.U

HEAT.U comes complete with an administration tool used to maintain training records. Human Resource and Training Managers are able to enroll learners into the LMS, assign courses to employees, load their own organization's content into the LMS, and most importantly, track and report learning outcomes. If an organization needs to know the number of courses completed per employee, or the test scores of every employee taking one course, HEAT.U offers dozens of reports designed to assist the member company and enhance its education and professional development training records.

Custom E-Learning Portals

Create your own customized portal on HEAT.U

PROMOTE YOUR BRAND

We heard from our members the need to have their own custom learning portals. You can now customize our training portal page by adding your company's logo, color scheme, login page, custom dashboard content and more! Contact hardimail@hardinet.org for more information on how to get that process started.

CUSTOMIZE YOUR TRAINING EXPERIENCE

- Browse through our catalog and select the courses & packages you need for your team
- We can create custom packages or learning tracks based on what you need via a consultation with the HARDI Talent team.

FACILITATE ENROLLMENTS FROM THE PORTAL

With our \$195 yearly subscription model, you now have the ability to add a learner to the courses you need them to take. This gives you the power to directly manage your employee's training needs. Ask the HARDI Talent team about our bulk pricing rates if you enroll 20 or more learners at a time!

The screenshot shows a web browser window displaying the ABC Distribution University e-learning portal. The browser's address bar is empty. The page features a dark blue sidebar on the left with navigation links: "My Institute", "My Training", and "Catalog". The main content area has a header with the ABC Distribution University logo and a "Welcome Darryl Branch Manager Cert Demo" message. Below the header is a large banner image of a warehouse with the text "ABC Distribution UNIVERSITY" overlaid. The main content area is divided into three sections: "AVAILABLE COURSES", "OVERVIEW", and "COURSE ACCESS".

| AVAILABLE COURSES | |
|-----------------------|-------------|
| Title | Completion |
| Air Conditioning | Not Started |
| Human Resources Track | Not Started |

OVERVIEW

Welcome to ABC Distribution, where you can access on-demand training to hone your professional skills. If you have any questions, please reach out to HARDI at 888.253.2128. Enjoy your learning journey!

COURSE ACCESS

Learning Tracks

HARDI's curated learning tracks provide a turn-key solution for training your entire workforce. Choose from 10 different course tracks to get your team going today!

TRACKS

OUTSIDE SALES

COUNTER/INSIDE SALES

PURCHASING AGENT

MARKETING SPECIALIST

HUMAN RESOURCES

SALES MANAGER

BRANCH MANAGER

PURCHASING MANAGER

MARKETING MANAGER

PRICING

Our HEAT.U course subscription is priced at \$195 per year per learner. This subscription allows HARDI members to enjoy access to our entire HEAT.U library, which includes thousands of courses. These tracks can also be customized to fit your organization's specific needs!



In my 17-year sales career these modules have proven to be the best training I've been privileged to take thus far. There is not a day that goes by where I don't find myself using something I've learned from HEAT.U.

-Donnie Smith, Outside Sales Rep, ACR Supply Co.



HARDI's education programs in HEAT.U are an incredible resource. HARDI has saved us hundreds of hours of work by providing extensive, top notch training programs for every level of our business. I personally have completed several counter training modules, the branch manager certification program and several of the new marketing courses. We've also had many employees take various courses in HEAT.U and we have experienced amazing results. We plan to continue to use HARDI's education programs as a key part of our employee development going forward. I highly recommend that HARDI member companies take advantage of this excellent turnkey resource.

-Lauren Roberts, President, cfm Distributors, Inc.



Additional Industry Education

Any HARDI courses are included in the yearly subscription price but you are also able to purchase single courses. HARDI content can be sold separately at \$50/course/learner for 6 months access and 3rd party content can be sold separately at \$80/course/learner for 6 months access.

SUPPLY CHAIN MANAGEMENT

Are you operating at peak efficiency? Optimizing supply chain operations can simultaneously improve margins, reduce operating costs and improve service to your customers. HARDI's Supply Chain Management courses ensure that you are equipped with the tools necessary to forecast demand, manage inventory, and integrate your operations with marketing and sales functions.

HVACR TRAINING

HARDI's HVACR Training is the perfect complement to our position-specific coursework. Utilize these courses to get your team up to speed in all things HVACR.

Course categories include HVAC Systems, HVAC Controls, Air Conditioning Fundamentals, Electric for HVACR Technicians. All members will enjoy free access to Wholesaling 101 as a member benefit in 2021!

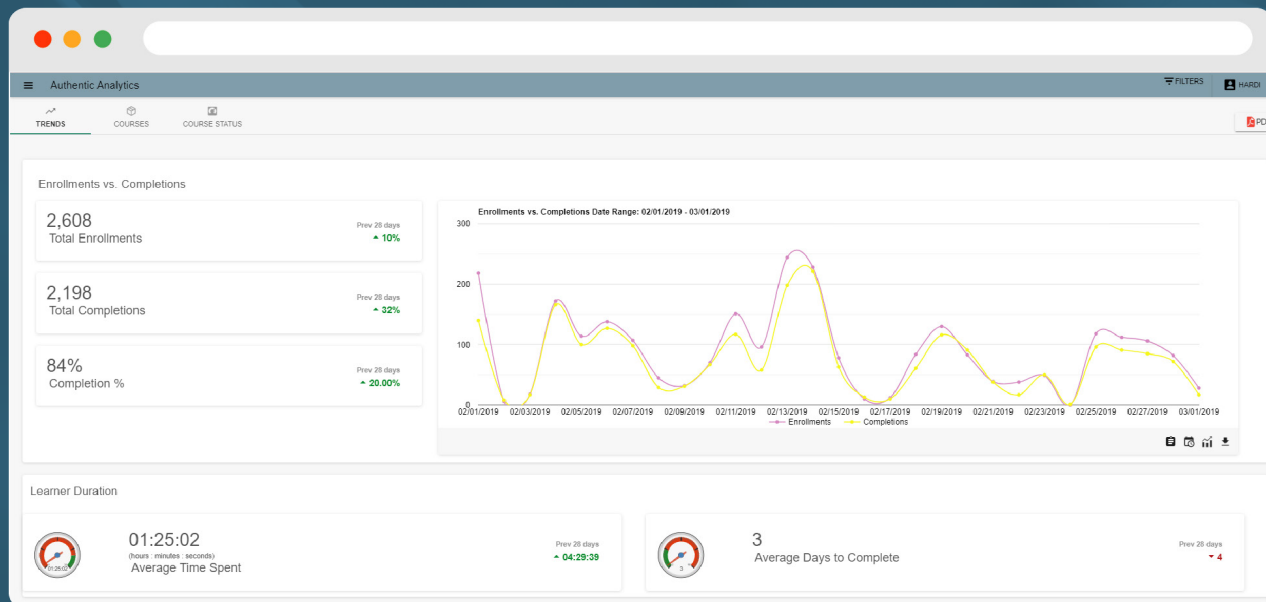
INDEPENDENT STUDY CURRICULUM

HARDI partnered with the HVAC training professionals at Real World HVAC to offer six training modules that aim to provide additional value to your non-technical workforce in terms of understanding HVAC technology more thoroughly, and in a manner that allows them to provide high-level technical support associated with equipment and component sales.

Training categories include Overview of Comfort and How That Relates to Manuals J, S, D and the QI Initiative; Building Science; Air Distribution; Air Conditioning; Gas Furnaces; Heat Pumps.

Improved Reporting & Training KPI's

HARDI continues to try to help improve the performance of its members by offering robust training and KPI tracking capabilities. HEAT.U will offer many different types of reports to give you real-time insights into the success of your training program. Track performance at the company, branch and learner level, with the ability to track year-over-year performance. Gaining real insights has never been easier.



HARDITALENT

CONNECT WITH US



HARDInet.org



[/HARDIhvacr](https://www.facebook.com/HARDIhvacr)



[@HARDInews](https://twitter.com/HARDInews)



[/in/HARDI](https://www.linkedin.com/company/HARDI)



888-253-2128