



Time		Day 1 Topic	Duration
Start	End		
8:00 AM	9:00 AM	<b>Breakfast</b>	<b>1:00</b>
9:00 AM	9:05 AM	Welcome & agenda review	0:05
9:05 AM	9:25 AM	Introduction to The Whalen Company	0:20
9:25 AM	9:55 AM	Innoline® Riser Fan Coil and 50/50 Four-Pipe System, Valveless Units	0:30
9:55 AM	10:35 AM	Inteli-line® WR Series Valve Control Unit with competitive review	0:40
10:35 AM	10:55 AM	Riser spacing & processing	0:20
<b>10:55 AM</b>	<b>11:10 AM</b>	<b>Break</b>	<b>0:15</b>
11:10 AM	12:10 PM	Riser design and sizing	1:00
<b>12:10 PM</b>	<b>12:55 PM</b>	<b>Lunch</b>	<b>0:45</b>
12:55 PM	1:25 PM	Horizontal and Vertical Fan Coil Products with competitive review	0:30
1:25 PM	2:10 PM	Whalen customer service - Unit Quotes, Submittals, Order Entry, Release	0:45
2:10 PM	2:50 PM	Whisperline® and Whisperpack® Products with competitive review	0:40
2:50 PM	3:20 PM	Whisperline® 2-stage	0:30
3:20 PM	3:35 PM	<b>Break</b>	<b>0:15</b>
3:35 PM	4:05 PM	Aftermarket Sales - How to	0:30
4:05 PM	4:35 PM	Aftermarket Online Parts Program	0:30
4:35 PM	4:50 PM	Wrap Up - Q & A	0:15
6:00 PM	8:00 PM	<b>Dinner - Resturant TBD</b>	<b>2:00</b>

Time		Day 2 Topic	Duration
Start	End		
8:45 AM	9:00 AM	Welcome & agenda review	0:15
9:00 AM	9:30 AM	Whispertherm® / Inteli-therm® Series with competitive review	0:30
9:30 AM	10:15 AM	Closetline® WC/WR Packaged Heat Pump with competitive review	0:45
10:15 AM	11:00 AM	Closetline® WZ Packaged Heat Pump with competitive review	0:45
11:00 AM	11:15 AM	<b>Break</b>	<b>0:15</b>
11:15 AM	11:45 AM	Selection Programs – Innoline®, Inteli-line®, Whiperline®, Closetline®	0:30
11:45 AM	12:15 PM	Integrated Sales Center™ (ISC) - Overview	0:30
12:15 PM	1:00 PM	<b>Lunch</b>	<b>0:45</b>
1:00 PM	2:00 PM	Integrated Sales Center™ (ISC) job entry - Part 1	1:00
2:00 PM	2:15 PM	<b>Break</b>	<b>0:15</b>
2:15 PM	3:15 PM	Integrated Sales Center™ (ISC) job entry - Part 2	1:00
3:15 PM	3:35 PM	Wrap Up - Q & A	0:20