Business Development for Residential Energy Efficiency Services

November 14th - December 7th, 2011 at North Shore Community College, Cummings Center, Beverly

**COURSE DESCRIPTION**

The residential energy efficiency services industry is expected to grow dramatically. Utility programs and government incentives are making it more affordable for homeowners to make their houses more energy efficient. Millions of dollars will be spent on weatherization and other energy efficiency services over the coming years, and there is a need for more contractors. Learn how to start and operate a successful energy efficiency services business as a new business or as a diversification of, or enhancement to, your existing HVAC, construction, or other energy efficiency related business.

Eight sessions:

1. Overview of the Residential Energy Efficiency Services Field
2. Business Planning
3. Securing Work
4. Managing Customer Relationships
5. Introduction to Financial Planning & Management
6. Day to Day Business Operations
7. Business Health and Safety Issues
8. Surviving in the Industry

**SCHEDULE**

November 14th—December 7th, 2011
Mondays and Wednesdays
4:30—7:30 PM

Location: North Shore Community College, Cummings Center, Suite 121E, Beverly, MA

Cost: Only $200.00*

**REGISTRATION**

Registration required: 978-236-1200

*Suggested course prerequisites: GED minimum, basic math, English language proficiency, basic carpentry.

For more information about this course or future MassGREEN courses at North Shore Community College contact:

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Join the Growing Green Economy!

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* Funding for the course development of the Weatherization Business Course has been provided by MassGREEN Initiative in affiliation with the Massachusetts Clean Energy Center and ARRA funds through the Department of Housing and Community Development. Thanks to their support, this course is being offered at a specially discounted rate. For more information about the MassGREEN Initiative visit www.massgreenstcc.com.