

Training Dates & Locations

Factory Training 2008 - Springfield, MO

Level 101 Classes

Cost: \$195.00

- March 25th – March 28th
- May 6th – May 9th
- May 27th – May 30th
- July 8th – July 11th
- July 29th – August 1st

Level 201 Classes

Cost: \$195.00

- April 15th – April 18th
- June 17th – June 20th
- August 12th – August 15th
- August 26th – August 29th

Regional Training 2008

Contact Watts Radiant for times and locations.

Level 101 Classes Cost: \$75.00

Level 201 Classes Cost: \$75.00

East Coast

- March 11th - 15th
- May 13th - 16th
- July 15th - July 18th

Mid West/Central

- April 22nd - 25th
- June 24th - 27th
- August 19th - 22nd

West Coast/Rocky Mnt.

- April 1st - 4th
- June 3rd - 6th
- August 5th - 8th

Syllabus*

Level 101 Classes

- Heat Transfer Basics
- Mechanical Concepts
- Products
- Listings and Standards
- Floor Coverings
- Installation Requirements for Radiant and Snowmelt Applications
- Hands-on Installation
- Sales and Marketing

Level 201 Classes

- Snowmelt and Turf Warming Design and Operations
- Freezer (frost protection)
- System Design Concepts
- RadiantWorks® Professional Design Software
- Advanced Mechanical
- System Troubleshooting
- Advanced Comfort
- Sales and Marketing

* Regional training sessions will not have a Hands-on Installation session. All regional sessions will be modified to fit the time allotted.

Application Form

Please fill out the following information for each person planning to attend a WarmU training seminar. If more than one person is attending, please complete a separate form. Fax the completed information to Watts Radiant, attention Ron Miller at 417.864.8161.

Attendee Information*

Name: _____
Company: _____
Address: _____
Phone: _____
Cell Phone: _____
Fax: _____
email: _____

Sponsor Information

Rep/Distributor Name: _____
Location/Phone: _____
Contact: _____

Payment Information

Credit Card Type: Visa Master Card AmEx Total: \$ _____
Card Number: _____
Expiration Date: _____

Class Details

Please fill out a registration form for each individual attending a training session.

Factory Training:

Attendees should arrive Tuesday evening between 5 and 8 p.m. Classes will be from Wednesday morning through Friday around 2 p.m. Flights out on Friday should be scheduled between 3 and 5 p.m., if possible. Enrollment fee is **\$195** per student and includes all meals and accommodations.

Regional Training:

Attendees arrive around 7:30 the morning of class for registration. Classes will be from 8 am to 4 pm. Travel to the seminar and hotel accommodations are the responsibility of the student. Breakfast and lunch will be provided. Enrollment fee is **\$75** per student per level.

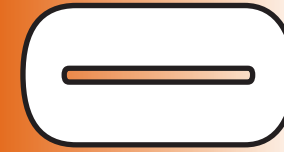


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* Participants agree to allow photographs, video or other multi-media to be taken during class sessions and their likeness to be used by Watts Radiant for use in print, video or other media content.



Watts Radiant University



"... everybody that attended came away with the foundation to develop the tools they need to successfully sell radiant heat, and the knowledge of what it takes for successful installations. This is definitely a class that I look forward to sending customers to in the future."

– Jason
Hayward, CA



Watts Radiant
Floor Heating & Snowmelting

A subsidiary of Watts Water Technologies, Inc.

The Goal

WarmU is designed to offer both the **novice** and **expert** radiant installer something new. Each class segment is designed to help **deliver the most information possible** in a very easy to follow format.

Classroom studies range from the **basics of heat transfer to sales and marketing**. Learn the **technical reasons** why and how a radiant system is installed with real world practicality. **Hands-on** time allows students the opportunity to handle product in a controlled environment with a dedicated instructor.

One of this season's speakers is **Ellen Rohr with Bare Bones Biz**. Ellen will share segments from her Bare Bones Sales and Marketing program illustrating "simple ways to put a marketing plan in place, get the phone ringing and get the job sold."

Who should attend?

Anyone new to radiant or to the Watts Radiant product line. This would include contractors/installers, builders, mechanical contractors, wholesalers, and factory representatives.

Where will the training be held?

Training will be held in both **regional** locations near you and at the Watts Radiant **factory** in Springfield Missouri (see back sidebar for dates and locations). Additional regional training opportunities are continuously being scheduled. Contact a local Watts Radiant distributor for details.

What will be covered?

A wide range of topics will be addressed, including:

- Basic heat transfer
- Review of all major products
- Applications and installation requirements
- Radiant heating and snowmelting design
- System maintenance and understanding corrosion
- Mechanical piping practices
- Sales and marketing concepts
- RadiantWorks® Professional design software overview
- Factory tour
- Hands-on time with all major products

What are participants responsible for?

Factory Training

Participants are responsible for transportation to and from Springfield and the \$195 registration fee. All accommodations are taken care of, including transportation.

Regional Training

Participants are responsible for transportation to and from the seminar location and the \$75 registration fee. Select meals will be provided. Hotel accommodations are the participant's responsibility.

How does registration work?

Fill out the form on the back of this flier and return it no later than 2 weeks before the selected course date. Please fill out a separate form for each individual attending a WarmU seminar. Fax the completed information to Watts Radiant (417.864.8161), attention Ron Miller.

Additional course and registration information may be found at www.wattsradiant.com/professional/warmu.asp

"I wanted to personally thank all of you for one of the best seminars I have been to, to date. It was informative, well paced, and fairly comprehensive, with resources explicitly outlined for times when we need additional information. I walked away with a new respect and understanding of radiant heat in general and your product offerings in specific."

— Mark
Oak Park, IL

"Un-real hospitality, training and personal contact. Watts did a bang-up job on bringing me [and my customer] up to speed on the radiant product and marketplace. This was a great opportunity to bring my customer down who has installed radiant products in the past, and give him a feeling that there is a wonderful company like Watts out there to have the support and product line for him to grow his business."

— Scott
Boise, ID

