



G.I.S. Distributing
5604 Troost Avenue – Kansas City, Missouri
1-800-345-9994 – Fax: 816-333-9232

www.gisdistributing.com
Contact Dan Keck at: DKeckGis@aol.com

Solar Zone *Commercial & Residential* **WORKSHOPS**

G.I.S. Distributing Training Program

We provide Solar Zone workshops in the residential and commercial solar film Industry for a variety of situations. Whether you are planning to start your own business or just looking to bring a new employee up to speed, G.I.S. will provide the support needed to be successful. Give us a call and let's discuss the possibilities.

Workshop

- Offered To Solar Zone Dealers
- Personalized Installation Training
- Free Roll Of Practice Film
- 3 Ring Binder With Sample Cards
- Solar Zone Shirts
- Professional Tool Kit
- Lunch Provided
- 9:00 a.m. to 2:00 p.m.

Pre-Screening Topics

- Personnel Availability
- Start-up Cost
- Training Requirements
- Area Competition
- Marketing Objectives
- Industry Profit Margins

Technical Information Covered During This Course

- Administration Concepts
- Sales Commission
- Sales Presentation
- Canvassing
- Marketing Solar Zone Films
- Bidding The Job
- Product Line
- Film Specifications
- HanitaTek Warranty
- Tools Required
- Energy Analysis
- Film To Glass Chart

