



Governor's
Energy Office



Selling ENERGY STAR, Selling Confidence

presented by Residential Science Resources, Todd Gamboa

sponsored by the City and County of Denver, 5280 Urban Homes, RE/MAX Southeast, Live Urban Real Estate, the Governor's Energy Office (GEO) and the Environmental Protection Agency (EPA)

This is a half-day course which is designed to educate Sales Teams, Appraiser, and Real Estate professionals on the benefits of building energy efficient, green, and/or ENERGY STAR Homes.

The course consists of a fast-paced 4 hour interactive PowerPoint presentation, lecture, Q&A, and exam in which the attendees are educated on the following topics:

- Understanding "Green" and ENERGY STAR. – The Brand, Products, and Home.
- Foundation & Wall Assemblies, Weatherization, Windows, HVAC Systems, and Insulation Systems.
- Understanding Indoor Air Quality, Durability, and Comfort.
- Understanding "Building Science", and "A House is a System" technology.
- Recognizing the performance difference between "New Construction" and Re-Sale Homes.
- Market Trends, Energy & Green Programs, Incentives, and Rebates.
- Energy, Environment, and Economy – Understanding energy consumption and the impacts on our economy.
- Market differentiation by demonstrating and selling the benefits of ENERGY STAR

When: **Thursday, December 10, 2009**
8:00 AM – 12:00 PM

Where: **Webb Building, City and County of Denver, 201 W. Colfax, Denver, CO 80202**
check www.denvergov.org/Energystar for details and room location

RSVP: jack.sinclair@denvergov.org

Cost: **FREE**

CEU: **4 Hours of Continuing Education Units for Realtors and Appraisers**
The course is approved by the Colorado Department of Regulatory Agency's Real Estate Commission for four hours of Continuing Education Units (CEU) for Realtors and Appraisers.

