

# Member Insider

Volume 3 ♦ Issue 2

March 2010



## UPCOMING INDUSTRY EVENTS

### ■ Mechanical Contractors Association of America (MCAA) Annual Convention

March 28-April 1, 2010  
San Francisco, CA  
[www.mcaa.org/education/mcaa/annualconvention/mcaa2010/](http://www.mcaa.org/education/mcaa/annualconvention/mcaa2010/)

### ■ CMX-CIPHEX 2010 Tradeshow

March 25 - 27, 2010  
Metro Toronto  
Convention Centre  
Toronto, ON  
[www.cmxciphexshow.com](http://www.cmxciphexshow.com)

### ■ Smacna Chicago Tradeshow

Tuesday March 30  
1-9 PM  
Drury Lane  
Oakbrook Terrace, IL  
[www.smacnachicago.org/smacna-chicago-tradeshow.html](http://www.smacnachicago.org/smacna-chicago-tradeshow.html)

## Women In HVACRs first official Chapter is established.

Kim O'Neal, President of Women in HVACR is pleased to announce the first official Chapter has been established in the Chicago-land area.

Over the past few months this group of motivated women have established the Chapter, elected their Officers and created their mission statement: Advancement of Women in HVACR vertical in the Chicago-land area.



*From L to R: Rebecca Yassan, Michele Mele, Jayne Guerrieri and Charlotte Flesher.*

They are now focused on the administrative tasks such as building their board members, completing their web page and newsletter. The Chicago chapter is off to an active and exciting start, with a Chapter membership at 52 strong and growing.

They have scheduled quarterly meetings, each meeting will have a 30 minute educational topic and a 30 minute soft topic i.e. networking and mentoring. Past topics for meetings were: Liens & Sisterhood, Mentoring Women in the Workforce, Steam Sales Boilers & A Woman's Nation Changes Everything, The Shriver Report by Maria Shriver and the Center for American Progress and Milwaukee Valves, Overcoming the obstacles of a being a women and becoming an owner in the HVAC/R industry & Self Defense Class. Additionally, they have planned topics for upcoming meetings such as: financial planning and a wardrobe coach on May 18th hosted by SBT in Buffalo Grove starting at 7:30 AM.

They are currently planning future social, fund raising and networking events like- Party on the Patio this summer, bowling and a members only Wild Girls Night Out at Flirty Girl Fitness.

Join me in welcoming the first elected officers of the Chicago Chapter:

Chapter President-	<b>Charlotte Flesher</b> Sales Estimator at International Piping Systems (IPS)
Chapter Vice President	<b>Jayne Guerrieri</b> Field Procurement Manager at Siemens Industry, Inc.
Chapter Treasurer	<b>Michele Mele</b> Controller at J.C. Power Control
Chapter Secretary-	<b>Rebecca Yassan</b> Sales Engineer at Steam Sales Corp.

From a group of area women joining together to network and mentor each other... the Chicago-land Chapter of HVACR was formed.

*If you are interested in starting a Chapter in your area please  
Contact Women in HVACR for additional information.*

*Contributed by Patti Ellingson  
Board Member, Women in HVACR*



## Featured Sponsor Of the Month



### *HVAC Learning Solutions*

Mike Moore, Director of Training and Development with HVAC Learning Solutions, has supported the Women in HVACR organization from the very beginning. Mike has been involved with International Service Leadership, Service Experts and Lennox and understands the value of networking within the HVAC industry. As a great believer in focus groups and district meetings, Mike has been instrumental in encouraging HVAC Learning Solution's continued sponsorship of the Women in HVACR.

When asked why he chooses to sponsor the organization, Mike responded, "Because providing support and education to the women in our industry is vital to the success and advancement of our industry in today's competitive world."

With over 20 years in the HVAC industry, Mike's history with Sears as Regional Service Manager, Regional Human Resources Manager and Sears University Manager led him to Lennox and HVAC Learning Solutions 10 years ago. With Mike's help, HVAC Learning Solutions expanded in order to deliver training, education and development to dealers throughout the country.

HVAC Learning Solutions, also referred to as HLS, provides business and technical training through online classes, instructor led classes and business consulting. Mike is proud to say participants are able to put the techniques that they learn through HLS into practice immediately. Last year over 24,000 courses were completed online through their Learning Management System.

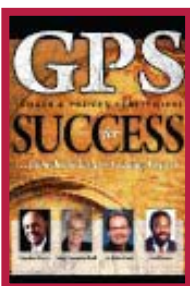
Typical customers are add-on replacement dealers looking for ways to improve their business and profitability with best practices, processes and training. HLS's mission of helping dealers improve their business is the number one reason for their existence.

Mike believes women in today's HVAC industry have great opportunities ahead of them as business owners, managers, comfort advisors and technicians. Whether economic times are good or bad, he links customer satisfaction and company growth to employee development.

As a natural leader dedicated to the development of individuals in the HVAC industry, Mike believes that the right training and support is the key to the advancement and growth of men and women alike.

*Contributed by Nita M Brooks  
Vice-President, Women in HVACR*

## Featured Book Of the Month



### *GPS For Success*

Navigating your way along the path to success can be difficult. Wouldn't be easier if there was some device that could steer you from where you are to where you want to go? Much like a Global Positioning System (GPS), the Goals and Proven Strategies you will find in this book, GPS for Success, can do just that! All you have to do is read it and apply the sound advice these hand picked, extremely knowledgeable business leaders provide.

You will find valuable advice such as:

- How to use proper business protocol to make that vital good first impression.
- Networking and branding can mean the difference between failure and success.
- How to use difficult, unexpected life transitions to your advantage.
- Why coaching can make the difference to your success ratio.
- What the single, biggest reason is why most companies- large and small- don't reach their sales and profit potential.

This is the book you've been waiting for. GPS for Success provides answers to questions you might not have even thought to ask. Take advantage of the valuable information these authors have to offer. You'll be glad you did!



Women in HVACR Board Member Named  
2009 NEWS  
Best Contractor to Work in the East

Tammy Smith, owner of Halco Heating & Air Conditioning was recently named the News magazine Best contractor to work for in the east. Tammy with her husband Hal founded the company 25 years ago in their home and has worked it up to the 13 million dollar revenue business it is today. Both Tammy and Hal are very much involved with the day to day operations in the business and involved with many national organizations in the industry.

Halco continues to blaze the trails in the HVAC industry by expanding their business into Home Energy Performance several years ago and recently into renewable energies as well. Halco is not only a diversified company but also a company that excels in training its team members. With a full time mechanical, electrical, plumbing, and sprinkler (MEPS) training center on site, a registered apprenticeship training, and many other opportunities through ACCA (Air Conditioning Contractors of America), ISL (International Service Leadership), NCI (National Comfort Institute,) CI (Comfort Institute) and NATE (North American Technical Excellence) Halco has the advantage of extremely skilled and educated team members. Tammy and Hal provide this education to their team as a benefit. They believe in education, training, and providing the best possible service to their customers and they instill these beliefs into their employees.



Tammy refers to employees as part of the “Halco Family”. It’s important to her to have an open door policy and is always available for concerns, suggestions, and questions from team members. Both Tammy and Hal have worked hard and dedicated their life to the business, building it from the ground up. Tammy is Vice President of Halco and handles all of the financials and human resources. If you can’t find Tammy during her 60 hours a week at Halco, then you will find her at PBS Supply. Tammy is President of PBS Supply Corporation, a heating, plumbing, and electrical wholesaler. When not at work Tammy enjoys spending quality time with her 3 children Seth, Brock, and Paige and her husband of 27 years Hal.

To read the full article visit [www.halcoheating.com](http://www.halcoheating.com)

*Contributed by Tammy Smith  
Board Member, Women in HVACR*

Member Insider

Women in HVACR Conference

*Register by June 1st ...*

*and Save 20%!*



We invite you to help support the women within our growing industry by contributing to the Women in HVACR 7th Annual Meeting held at HVACR Week Comfortech 2010 in Baltimore, Maryland.

Come early to meet the Women in HVACR & network with our members!

**Kick-Off Reception  
Annual Meeting**

**Tuesday, September 21, 2010  
Wednesday, September 22, 2010**

**New Conference fees are as follows:**

- \$125.00 **Early registration at last years price.** (Now thru June 1st)
- \$150.00 2010 conference fee (June 2nd – Sept 17th)
- \$175.00 On site
- \$250.00 Non-Members (This includes 1 year membership.)

Get started with Social Media Seminars

Follow Women in HVACR On  
Facebook, Twitter and LinkedIn!

