

# Sponsorship and Tabletop Exhibitor Information



**SPONSORSHIP  
OPPORTUNITIES**



## Technical Training and Management Conference

**February 25, 2020  
Boxboro Regency  
Boxboro, MA  
8:00 am - 3:00 pm**

**Become a Conference Sponsor! It's Good for Business.**

ACA/NE will conduct the annual Technical Training and Management Conference on Tuesday, February 25, 2020. This diverse and engaging event has something for everyone! The conference will include workshops for technicians, office and sales staff, customer service and marketing seminars for owners and operators, and the chance for vendors to promote their products and services and network with industry leaders.

### **Conference sponsors increase their company visibility! Sponsorship includes the following:**

- ✓ Access to key contractors, business owners and HVAC technicians, at one time and in one place;
- ✓ A six foot draped table-top exhibit to promote your company's products and/or services;
- ✓ Your logo on the ACA/NE website, linked to your company website;
- ✓ Special recognition during the conference, in the marketing materials and in the program book;
- ✓ Breakfast and lunch for two people (Additional attendees can register for \$75/person); and
- ✓ Registration for one non-member contractor as your guest at no charge.

8:00 am - 9:00 am Registration and Exhibitor Visits



9:00 am - 10:30 am Management Seminar  
Leverage and Scale High-Performance Growth  
Presented by: Joe Crisara | ContractorSelling.com

Technician Training Seminar  
Integrated Controls for Central and Mini Split Heat Pumps  
Presented by: Charles McCracken | CLEAResult

10:30 am - 11:00 am Refreshment Break and Exhibitor Visits

11:00 am - 12:30 pm Management Seminar  
7 Steps to HVAC Marketing Success - Tune-Up Your Marketing  
Presented by: Elaina Burdick | EB&L Marketing

Technician Training Seminar  
Practical Application of R-22 Replacements  
Presented by: Bruce Herberle | The Chemours Company, Inc.

12:30 pm - 1:30 pm Lunch

1:30 pm - 3:00 pm Management Seminar  
You Don't Sell HVAC, You Manufacture Comfort!  
Presented by: John LaPlant | Service Roundtable

Technician Training Seminar  
Residential System Design Overview  
Presented by: Chris Morin | Mitsubishi Electric Cooling and Heating

## Help Us Increase Contractor Attendance!

Please invite your contractor customers to attend the conference. If every sponsor participates, the attendance will increase, the networking will improve and your return on your conference fee will be enhanced. You can also register one non-member contractor as your guest at no charge.

[Click here](#) to view current membership list!

## Sponsorship Fees

Members = \$400\* | Non Members = \$500\*

\*Includes breakfast and lunch for two people. Additional sponsor attendees can register for \$75 per person.



# Registration Form

Sponsorship and Tabletop Exhibitor  
Technical Training & Management Conference  
February 25, 2020

Boxboro Regency | Boxboro, MA | 8:00 am - 3:00 pm

[Register Online](#)

[www.acane.org](http://www.acane.org)

Company \_\_\_\_\_ Street \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Phone \_\_\_\_\_

The sponsorship fee includes a six-foot draped tabletop, sponsor sign, plus breakfast and lunch for two people. In addition, sponsor attendees can attend any of the technical or management sessions, and invite one non-member contractor as a guest for **FREE**.

([Click here](#) to view current membership list.)

Name # 1 \_\_\_\_\_

Name # 2 \_\_\_\_\_

Email # 1 \_\_\_\_\_

Email # 2 \_\_\_\_\_

Cell Phone # 1 \_\_\_\_\_

Cell Phone # 2 \_\_\_\_\_

Will Attend Lunch:  Yes  No

Will Attend Lunch:  Yes  No

### Additional sponsor attendees = \$75 per person.

Name # 3 \_\_\_\_\_

Name # 4 \_\_\_\_\_

Email # 3 \_\_\_\_\_

Email # 4 \_\_\_\_\_

Cell Phone # 3 \_\_\_\_\_

Cell Phone # 4 \_\_\_\_\_

Will Attend Lunch:  Yes  No

Will Attend Lunch:  Yes  No

### Registration for one non-member contractor.

Contractor Name \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Cell Phone \_\_\_\_\_

Company \_\_\_\_\_

Will Attend Lunch:  Yes  No

### Check which three (3) classes your contractor guest will attend.

- |  |                         |  |                           |
|--|-------------------------|--|---------------------------|
| <input type="checkbox"/> 9:00 am - 10:30 am  | Leverage and Scale      | <input type="checkbox"/> 9:00 am - 10:30 am  | Integrated Controls       |
| <input type="checkbox"/> 11:00 am - 12:30 pm | 7 Steps to HVAC Success | <input type="checkbox"/> 11:00 am - 12:30 pm | Practical App. of R-22    |
| <input type="checkbox"/> 1:30 pm - 3:00 pm   | You Don't Sell HVAC     | <input type="checkbox"/> 1:30 pm - 3:00 pm   | Residential System Design |

**Fees:**  Member Tabletop Sponsorship = \$400  Non-Member Tabletop Sponsorship = \$500

Additional sponsor attendees # \_\_\_\_\_ x \$75 = \$ \_\_\_\_\_

Total \$ \_\_\_\_\_ Payment Method  Check      

Account Number \_\_\_\_\_ Expiration \_\_\_\_\_ Security Code \_\_\_\_\_

Cardholders' Name \_\_\_\_\_ Email \_\_\_\_\_ Billing Zip \_\_\_\_\_

Return to: ACA/NE | 11 Robert Toner Blvd., # 234 | North Attleboro, MA 02763  
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