

Contractor Development Group (CDG) FAQ

Will every contractor have access to this program?

No. While the Contractor Development Group (CDG) provides dedicated support and impactful, individualized training, growth and development, the program focuses on contractors that meet the program requirements (as listed below), who are highly motivated, committed and looking to ignite sales growth and long-term profitability. The program will only be offered to a limited number of contractors by region to ensure competitive differentiation.

- Contractor must be nominated by their Honeywell sales representative.
- Contractor owners must be able to commit to annual growth and volume commitments.
- Contractor must be an existing Contractor PRO member.
- Contractor owner/staff must complete 10 hours of training (in person and/or online).
- Ability to pay \$150 monthly membership due (can be co-op'd with Honeywell Contractor PRO points).
- Willingness to fully engage in all aspects of the program, including, but not limited to sales training and development efforts, ride-alongs, business analysis and measurement.
- Growth progress will be reviewed on a quarterly basis. If participants are not meeting program commitments, they will go on a probationary period until next evaluation. If still not meeting commitments, will be removed from program and a new contractor that meets program requirements will be eligible to enroll.

How do I enroll?

Contact your local Honeywell sales representative to complete the program enrollment form. Once your application is received and reviewed, you'll receive an email answer within five business days. If accepted, you will be contacted by the CDG Member Support team as well as receive an email welcome kit with one to two days after membership acceptance. The program will only be offered to a limited number of contractors by region.

What is the cost to participate in the CDG?

Contractor owners must be able to commit to annual growth and volume commitments (as determined by your CDG Sales Coach) and pay \$150 monthly fee (can be co-op'd with Contractor PRO points) for the duration of the program. The membership fee can be paid on a monthly, bi-annual or annual basis.

Am I in the program for life?

No, your membership will remain in effect for one (1) year from the date of your signed contract and will automatically be renewed for successive one (1) year terms unless you give written notice of termination at least 90-days in advance. CDG members are not obligated to renew or extend their membership after the 1-year period.

Honeywell reserves the right to cancel membership at any time or modify or suspend this program with minimal notice.

How do I quit the program?

Members must provide written notice 90-days in advance to the CDG Member Support (honeywelltraining@honeywell.com) to terminate program membership.

Will I still have access to my Honeywell Sales Representative?

Yes. The CDG program should be viewed as a complement to your existing relationship with your Honeywell sales representative and will be limited to sales/skills development and increased business efficiencies only. The CDG does not replace daily sales activities as conducted from your primary sales representative, such as product and technical training or other marketing program support. Rather, the role of the CDG Sales Coach is focused on sales training and growth of the contractor. The CDG is a supplement to the ongoing value already offered by the Honeywell sales representative. Ultimately, the relationship resides with the Honeywell sales representative.

What are the program benefits?

The Honeywell Contractor Development Group (CDG) is a highly intensive one-on-one coaching approach that teaches service and install technicians and sales professionals to maximize their time while on the job. The CDG provides unmatched, dedicated support and impactful, individualized training, growth and development for highly motivated, committed HVAC contracting business owners and staff looking to ignite sales growth and long-term profitability.

Program benefits include:

- Business and SWOT (Strengths, Weaknesses, Opportunities and Threats) analysis, growth opportunities identification and, plan and timing development
- Ongoing sales meetings and business reviews
- Ongoing support focused on individuals that are involved with specific growth development areas within the business
- Customized, one-on-one sales skills development, training, in-field job shadowing and coaching
- Business efficiency and profitability training
- Skills Development Training (leadership, finance, employee relations, time-management, negotiation, presentation skills)
- Access to in-person and web-based skills development webinars and training
- Advertising and Marketing plan development and support
- In-field seminars, classes and workshops
- Dealer advisory councils and regional dealer meetings
- Quarterly events calendar and industry trends electronic newsletter
- Access to multi-day skills development and networking boot camp
- Access to members-only Linked-In resource page and blog
- Plus – more support tools coming soon!

How many contractors by region will be allowed to be in the CDG?

While it will vary by region and population, only three to five contractors per region will be allowed to participate in the program.

What if I have employees who quit while they were working with a CDG Sales Coach? Will the program cover training a new hire?

Yes, the CDG program offers complete and ongoing sales training and support for members. If there is turn over inside your company, we will work one-on-one with you to ensure all employees are fully trained.

What if I'm unable to meet the CDG Program Requirements?

Growth progress will be reviewed on a quarterly basis with your CDG Sales Coach. If your company is not meeting program commitments, you will be moved to a probationary period until next evaluation. If still you're still unable to meet the program commitments, you will be removed from program and a new contractor that meets program requirements will be eligible to enroll.

Who do I call if I have questions about the CDG program?

Contact honeywelltraining@honeywell.com or call 1-800-332-7031.