



## 6.0 Conclusion

by HPSC Admin

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## 6.0 Conclusion

Congratulations! You have successfully completed the *Retrofitting with a House-as-a-System Approach* course.

You now have the knowledge and resources to:

- More accurately identify the house-specific potential consequences of an isolated retrofit and any pre-existing issues in the home.
- Effectively interview customers to understand their specific whole-home desires, motivations, and needs, and common activities and behaviours inside the home.
- Capably communicate the house-specific consequences of isolated retrofits and the homeowner-specific benefits of a HAAS approach on their retrofit projects.
- More accurately implement HAAS solutions and recommend additional complementary retrofits to customers as applicable, including recommending other contractors.
- Pursue the development of a referral network and make use of it to increase sales.

This course is available to you for the duration of your membership in the Home Performance Contractor Network. We encourage you to make use of the content and resources, returning often

for a refresher or to add your comments and questions in the discussion thread.

You may now return to your training Hub to view the next stage of your qualification process. You do not need to download a certificate of completion; your employer and the HPSC have been notified of your successful completion.

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