

Area	General	ASHP	GSHP	HPWH
<b>Basic</b>	<ul style="list-style-type: none"> <li>Basic, remote engagements</li> </ul> Familiar with: <ul style="list-style-type: none"> <li>HeatSmart Alliance Coaching Tools</li> <li>Types of conventional heating &amp; distribution systems and approximate costs, efficiencies</li> <li>Weatherization benefits</li> <li>On-line general info</li> <li>Home energy assessment programs (e.g. MassSave)</li> <li>On-line installer lists</li> </ul>	Familiar with: <ul style="list-style-type: none"> <li>ductless vs ducted ASHPs and their most appropriate applications</li> <li>Single- and multi-zone ductless options</li> <li>Central ducted ASHPs and their most appropriate applications</li> <li>ASHP incentives</li> </ul>	Familiar with: <ul style="list-style-type: none"> <li>Central ducting requirement</li> <li>Tradeoffs vs. ASHP</li> <li>Ground coupling req's and landscape impact</li> <li>GSHP incentives</li> </ul>	Familiar with: <ul style="list-style-type: none"> <li>Tradeoffs vs conventional WHs</li> <li>Noise, installation space and condensate disposal requirements, and cooling effect</li> <li>HPWH incentives</li> </ul>
<b>Intermediate</b>	<ul style="list-style-type: none"> <li>Home visits and follow-up reports</li> </ul> Familiar with: <ul style="list-style-type: none"> <li>HSA home visit process</li> <li>HP performance metrics</li> <li>Electric circuit req's</li> <li>Weatherization measures</li> </ul>	<ul style="list-style-type: none"> <li>Quote review and comparison</li> <li>Estimate incentives</li> <li>Suggest appropriate configurations</li> </ul> Familiar with: <ul style="list-style-type: none"> <li>Back-up heat options and swap-over controls</li> <li>Installation cost range</li> <li>Sizing issues</li> </ul>	<ul style="list-style-type: none"> <li>Quote review and comparison</li> <li>Estimate incentives</li> </ul> Familiar with: <ul style="list-style-type: none"> <li>Installation cost range</li> <li>Ground coupling sizing issues</li> </ul>	<ul style="list-style-type: none"> <li>Quote review and comparison</li> <li>Estimate incentives</li> </ul> Familiar with <ul style="list-style-type: none"> <li>Installation cost range</li> </ul>
<b>Advanced</b>	<ul style="list-style-type: none"> <li>Analyze past energy use for heating/cooling load &amp; cost</li> </ul> Familiar with: <ul style="list-style-type: none"> <li>Engineering unit conversion</li> <li>Heating degree days</li> <li>Manual J reports</li> <li>Reading equipment specs</li> <li>Weatherization testing</li> </ul>	<ul style="list-style-type: none"> <li>Estimate system sizing</li> <li>Estimate energy cost &amp; GHG emissions</li> <li>Run available calculator(s)</li> </ul>	<ul style="list-style-type: none"> <li>Estimate system sizing</li> <li>Estimate energy cost &amp; GHG emissions</li> <li>Run available calculator(s)</li> </ul>	<ul style="list-style-type: none"> <li>Estimate energy cost &amp; GHG emissions</li> <li>Run available calculator(s)</li> </ul>