

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