

Certified Homes EEPs Update: December 2014

Dear ENERGY STAR Certified Homes Program Sponsor,

We are pleased to provide you with this update on program developments and resources that we believe will be of particular interest to Certified Homes Sponsor partners. In this email, you will find information on the following:

- Winter Sponsor Roundtable
- Sales Training Kit (NEW!)
- DOE Residential Program Solutions Center

We encourage you to pass relevant information along to your colleagues and program participants.

Winter Sponsor Roundtable

In early 2015 EPA will be holding a virtual Sponsor roundtable to share important program updates, answer questions, and to facilitate a discussion among Certified Homes Sponsors about their successes and challenges in 2014 and strategies for 2015. Details on the roundtable will be sent out in the coming weeks.

Sales Training Kit

EPA recently released a new resource to help ENERGY STAR builder sales teams become well versed in selling the value of energy efficiency. The Sales Training Kit is intended to be presented at a builder's sales meeting over a two hour period and teaches sales staff how to apply customized ENERGY STAR value propositions to various client profiles. A number of builders around the country are already using this tool and have provided feedback to EPA that it has improved their sales process.



You can access the Sales Training Kit by logging into your My ENERGY STAR Account at www.energystar.gov/mesa. Sharing information about the kit with participating builders in your service territory is an easy way to provide sales and marketing support at no cost to your program. Please let us know if we can help support sales training activities for builders in your service territory using the Sales Training Kit.

DOE Residential Program Solution Center

The U.S. Department of Energy has launched an online resource called the Better Buildings Residential Program Solution Center. The center is a repository for key lessons, resources, and knowledge collected from experience with the Better Buildings program. It is intended to help program administrators plan, operate, and evaluate their residential energy efficiency programs.



Please visit <http://Energy.gov/rpsc> to access the center.

Customized Builder Support

Do you have builders in your service territory that would benefit from additional technical or marketing assistance? We may be able to help! Please contact us and we can discuss your needs.

Updating Contacts in MESA

Please update your [My ENERGY STAR Account](#) (MESA) to ensure that your organization's contact information is up to date. You can review and update the contacts associated with your program by logging into MESA and following these simple steps:

1. After logging into MESA, scroll down to the “areas of participation” section and click on “view/edit” in the “Homes EEPS” row.
2. This screen will show all current contacts and allow you to add and edit contacts. Please list any new contacts as “primary” or “secondary” as they are the only classifications that receive program emails. If you have implementation contractors that are actively involved in running your program, we encourage you to list them as primary or secondary contacts as appropriate so they receive updates as well.

Happy Holidays!

The ENERGY STAR Certified Homes Team