



# Energy-Saving

HOMES, BUILDINGS,  
& MANUFACTURING

U.S. DEPARTMENT OF  
**ENERGY** | Energy Efficiency &  
Renewable Energy

## Forum for Contractors

“What works and doesn’t work so we can work to make home performance more profitable to you?”

Wednesday, May 1<sup>st</sup>  
12:30-1:15 p.m.

Ely Jacobsohn- US DOE /Caroline Hazard-SRA/Jason Bogovich-SRA

# What needs to work better?

- Customer understanding of whole house improvements
- Ability to adapt or adjust business model
- Confusing and/or conflicting program administration requirements
- Local economy/housing market
- Access to financing for homeowners
- Limited “soft” skills, such as marketing, lead generation, closing sales, etc.

