

# Prolon Institute 3-1/2 Day Training Program

Advanced Distributor Training on Prolon Control Systems

## Fast-Track Your HVAC Knowledge with Prolon's Advanced Hands-On Training

### Course Overview:

**Location:** Prolon Headquarters, Mirabel, QC, Canada

**Duration:** 3½ Days (Tuesday–Friday)

**Cost:** \$1,000 USD

**Class Size:** Limited to 8 participants for a personalized experience

**Note:** This course is available exclusively to authorized Prolon distributors and staff.

The Prolon Institute is a 3½-day immersive training program designed to provide advanced, hands-on knowledge of Prolon control systems. This program combines seminars, labs, and practical exercises covering:

- Application engineering
- System design
- Physical installation
- Software configuration
- Troubleshooting
- Pricing strategies and sales techniques

### Course Schedule:

- Tuesday to Thursday: 8:00 AM – 5:00 PM
- Friday: 8:00 AM – 12:00 PM
- Fly in Monday, fly out Friday after 3:00 PM (EST)

### Who Should Attend:

- **Inside & Outside sales representatives:** Better support of customer solutions and close more sales.
- **Application engineers:** Enhance your ability to design and configure systems using Prolon systems..
- **Branch managers:** Understand the full scope of Prolon's capabilities and value proposition.

## Key Learning Areas:

- Application and advanced system design and component selection
- Installation, configuration and troubleshooting of complex networked systems
- Prolon Focus software and Cloud service project management
- Wireless system design and implementation
- Marketing and product deployment

## Hands-On Labs Include:

- Building Prolon networks and system segmentation.
- Shielded wiring and termination techniques.
- Configuring Master/Follower controller relationships and settings.
- Reprogramming and reassessing controllers.
- Building and activating wireless networks.

## What's Included:

- Training kits for hands-on use. One kit per 2 participants
- Technical manuals, booklets, writing tools
- Hotel accommodations for 4 nights
- All meals during training days (breakfast, lunch, and dinner)
- ***Please Note: Airfare, car rental, and other transportation costs are not covered.***

## Participant Requirements:

- Valid passport (if traveling internationally)
- Windows laptop (Vista, 7, 8, 10, or 11) with full admin rights
- At least 1 USB-A port and 1 Ethernet port (dongle acceptable)
- ***Please note: MacBooks are discouraged and Chromebooks are not supported***

## How to Register:

1- **Send a purchase order to:** [orders@proloncontrols.com](mailto:orders@proloncontrols.com)

- **Use part number:** PL-FACTORY-TRAINING
- **Include:** Participant's full name and contact information

2- **Registration Deadline:** 6 weeks before session start

3- **Confirmation Notice:** Prolon will confirm the session 4 weeks before start, enabling you to book travel.

## Cancellation Policy:

- Cancellation 30+ days before training session = 100% refund
- Cancellation 15–29 days before training session = 50% refund
- Cancellation <14 days before training session = Non-refundable

## Additional Travel Information:

Fly into Montréal-Trudeau (YUL) on Monday. Arrive early to allow for delays—Prolon is about 40 km (25 miles) from the airport, and the drive can take an hour or more.

Book your return flight for Friday at 3:00 PM (ET) or later.