

Invest in Your Team at the 2020 Continuing Education Conference

AVP Advice – November, 2019

By: Jason Huber, Area Vice President

As we prepare for the [2020 Continuing Education Conference](#) at the Hyatt Regency Atlanta on January 23-25, you may be wondering if it is worth sending your team.

Let me assure you – it's worth it.

The most successful TEGG contractors all have one thing in common – they send their team to the Continuing Education Conference each year.

Those contractors realize the value of investing in their team by providing the professional development opportunities, which help keep their employees engaged. They realize that by allowing their employees to grow and develop, their business will also continue growing and developing.

Participants in the annual Continuing Education Conference have access to a few days of advanced training, which can lead to a lifetime of knowledge.

Think of it this way – perhaps your sales representative uses something they picked up at the conference to book an additional new agreement or project, or your technician can complete new tasking they learned, which helps boost revenue. Maybe your Operations Coordinator has learned techniques to improve the C.A.R.E. process that could really help with client retention.

The 2020 Continuing Education Conference will offer valuable classes and workshops for every employee in your TEGG franchise, making this a must-attend event. Check out the sessions offered [here](#). Some of the highlights include:

- A focus on strategic negotiations
- NETA testing opportunities
- Sales coaching leadership
- Pathing of Medium Voltage and De-Energized Maintenance
- Advanced sales techniques
- Technical sales
- High-impact selling
- Advanced closing skills
- Partial discharge
- Surge suppression
- IEEE 1584 Arc Flash Risk
- Speed networking and roundtable sessions to share ideas
- Protective devices such as relays and breakers
- Ground resistance
- PQA and IR Level 1

Each year, our goal is to provide something for everyone, so your team is always ahead of the competition. It's important to make a commitment to professional development and invest in your employees by registering for the [2020 Continuing Education Conference](#). Be sure to [register](#) before the December 6 registration deadline.

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