



## EGIA Launches Home Improvement Contractor Leadership Academy Conference Tour

EGIA's nationwide conference tour brings home energy efficiency and solar contractors together with the industry's leading business development, leadership, sales and marketing trainers and consultants.

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### FOR IMMEDIATE RELEASE

**Sacramento, California, April 5, 2016** – The Electric & Gas Industries Association (EGIA), a nationwide non-profit organization with a mission to provide contractors with the knowledge, skills, products, services, tools and training they need to build high growth, profitable businesses, has kicked-off its first annual EGIA Leadership Academy Conference Tour. At each stop along the nationwide 5 destination regional tour, EGIA brings top home-improvement contractors, product manufacturers and regional distributors together with some of the contracting industry's most dynamic, thought-provoking and influential business trainers and consultants.

The day-and-a-half EGIA Leadership Academy Conferences include three powerful keynote presentations and supporting breakout sessions that focus on specific topics related to running a successful home improvement business and overcoming common challenges that contractors currently face in today's marketplace. Topics include: improved organizational leadership, best practices for internal business operations, effective sales and marketing strategies and more.

With conferences in San Antonio, Napa and Destin already completed, contractors across the country are buzzing about EGIA's Leadership Academy Conference and its world-class line-up of presenters that includes Steve and Rob Shallenberger of Becoming Your Best Global Leadership; Weldon Long, Best Selling Author and Creator of the HVAC Sales Academy; Drew Cameron, President of HVAC Sellutions and Energy Design Systems Inc. and Geno Gruber, Founder of ProfitsUp.

"Every single moment of this conference was not only educational, but life changing" said Nathan Rankin of Air Heat North Texas. "There is so much in my personal and professional life that I will apply this knowledge to. I learned more than I ever thought I would in such a short time."

In addition to the educational content, the EGIA Leadership Academy Conference provides contractors with ample networking opportunities and introduces attendees to new products and services designed specifically for home improvement contracting businesses. Some of the biggest names in the home improvement industry have stepped-up to sponsor the EGIA Leadership Academy Conference Tour, including Service Partners, Goodman, Amana and Daikin and leading home improvement finance services companies such as GreenSky, EnerBank, Wells Fargo.



“This conference was a great way to get me and my team going for a great year. Finding new ways to look at our business to run efficiently was very important to me” said Jonathan Gemma of Aztec Solar.

With word quickly spreading about the tremendous value contractors are deriving from the Leadership Academy Conferences, registration space is quickly filling-up fast for the remaining conferences. The final EGIA Leadership Academy Conferences for 2016 will take place April 14<sup>th</sup> and 15<sup>th</sup> at the Radisson Blu Aqua Hotel in Downtown Chicago and May 5<sup>th</sup> and 6<sup>th</sup> at the Gaylord Opryland Resort in Nashville.

“We are thrilled with the turnout we have seen at each location during our national tour and excited about the overwhelming positive feedback we have been receiving from contractors who are attending the events” said Bruce Matulich, CEO of EGIA. “We knew with the power-packed agenda we assembled and the incredible resort style venues we were able to secure for these events that they would be well received by contractors, but the response we have had so far from attendees has exceeded even our own expectations.”

To learn more and register for one of the upcoming EGIA Leadership Academy Conferences, visit [www.egia.org/academy/conference](http://www.egia.org/academy/conference).

## About EGIA

EGIA is a non-profit organization that serves a rapidly growing nationwide network of over 20,000 installation contractors, regional distributors, product manufacturers and other trade allies delivering energy efficiency and renewable energy solutions to millions of homes and businesses. EGIA also delivers services on behalf of electric, gas, water utilities and municipalities, including financing, rebate program administration and rebate processing; contractor network management, training and certification; and sales channel development and support. EGIA has administered over \$750 million in rebate payments and, through EGIA's GEOSmart Financing Clearinghouse, has facilitated the financing of over 200,000 residential and business projects valued in excess of \$1.7 billion.

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