



Master Mini-Split Systems with Proficiency Through Hands-On Training

LEARNING OBJECTIVES:

- **Better Installs** – Apply proper installation techniques that reduce errors, minimize callbacks, and improve system performance.
- **Better Maintenance & Profitable Upsells** – Understand system operation and field considerations while identifying upgrade opportunities that drive additional revenue.
- **Better Proposal Selling & Financing** – Strengthen sales conversations by clearly communicating system value, options, and return on investment.



WHEN

Wednesday,
April 1, 2026

8:00am - 9:00am Breakfast

9:00am - 12:00pm Training

WHERE

Hilton Ocala

3600 SW 36th Avenue
Ocala, FL 34474
(352) 854-1400

MEET OUR INSTRUCTORS:



Kostiantyn Kukhar - Lead Engineer, Cooper&Hunter

Kostiantyn Kukhar is a Lead Engineer with dual master's degrees in Mechanical and Electrical Engineering. He brings over 13 years of installation experience, specializing in advanced HVAC systems. With a strong background in both technical expertise and product development, Kostiantyn ensures a high level of precision, innovation, and reliability in every project he undertakes.



Edwin Velez - National Account Manager, Cooper&Hunter

With over nine years at Cooper&Hunter USA, Edwin has played a key role in strengthening the company's presence in the U.S. market as a National Account Manager. He focuses on building and nurturing strong vendor relationships with reputable companies to establish Cooper&Hunter as a household name in ductless mini-splits. Through collaboration with cross-functional teams, he ensures timely and successful product delivery while upholding the company's commitment to quality, innovation, and excellence in HVAC solutions.

**REGISTRATION IS REQUIRED.
ONLY 30 SEATS AVAILABLE.
FREE TO ATTEND!**

Register using QR code
or register on our website at
www.tropicsupply.com/eventscalendar



ASK YOUR COUNTER SALES PROFESSIONAL FOR MORE INFORMATION.