Being Prepared

“There is no such thing as luck. There is only adequate or inadequate preparation for a statistical universe.” ~Robert Heinlein

A Member recently visiting Chicago from the Kansas City Chapter observed, “I’ve been here six times in my life, and I’ve yet to see the sun!” The hard, grey cold of winter sometimes feels like it will never end. I like to think of it like the car commercial that says, “There is no such thing as inclement weather—only inappropriate clothing.” The obvious lesson here is being well-prepared; if you are, you can literally weather almost any storm.

One of our newest Regional Directors, Larry Brewer, CM, of Region 10, discovered this firsthand when visiting RSES Headquarters for the first time in late February for our winter board meeting. He seemed amazed that the 6- to 15-ft high piles at the edges of the parking lots were leftover piles of snow from the blizzard four weeks earlier.

During that meeting, Brewer shared his inspiring use of RSES materials and programs in Georgetown, TX, where he is Branch Manager for Insco Distributing. He got involved with RSES specifically to help his customers become more knowledgeable. The San Gabriel Chapter runs ongoing training, incorporating the RSES Technical Institute Manuals and NATE certification.

This is the model on which so much of RSES’ historic success is based—local Chapters working in concert with other local industry players. Brewer demonstrated to his employer, and to each contractor or technician enrolled in class, that better-trained customers are more profitable. More knowledge means fewer callbacks, more accurate installations and faster diagnosis of system failures—which allows more time for the next job to get done.

John, the Member who has yet to see sunshine in Chicago, similarly bolstered his own preparedness by attending Marcus “Butch” Metoyer’s, CMS, excellent seminar on Hot Water Boiling in March. This event launched our 2011 lineup of technical seminars being held at RSES Headquarters, and it was a tremendous success!

RSES Members and non-members alike came from Illinois, Wisconsin, Missouri and Ohio. Particularly noteworthy were those NATE-certified technicians seeking to prepare for their recertification by earning recognized hours. Additional seminars will make these available as well, and others are actually designed to prepare professionals to take NATE examinations. For upcoming seminars, go to the RSES website.

Keep an eye out, too, for upcoming dates for RSES Contractor Development events. These classes prepare business owners to become more profitable through practical instruction from experienced industry professionals Harlan “Skip” Krepcik, CMS, and Ben Atkinson from HVAC Business Resources. Contact me directly for more details on this program!

Stay Prepared!

Mark Lowry
RSES Executive Vice President