



A GUIDE TO NATE CERTIFICATION

NORTH AMERICAN TECHNICIAN EXCELLENCE

Certifying the Finest in HVACR





CONTENTS

1. History of Nate
2. The Value of Certification
3. NATE's 4 Steps to HVAC Success
4. Examinations Currently Offered
5. Testing
6. Managing NATE Certifications
7. Recertification
8. Promoting NATE
9. Questions

HISTORY OF NATE

- Incorporated in February 1997
- Manufacturers, trade associations and educators saw the need to strengthen our industry
- Grown from a single assessment to 23 exams
- More than 500 active testing organizations
- Over 300,000 exams given
- Over 100,000 technicians certified



NATE is the nation's largest non-profit certification organization for heating, ventilation, air conditioning and refrigeration technicians.

CONTRACTOR BENEFITS



Correct installation and service means ***fewer warranty returns*** due to improper installation



Callbacks are expensive and erode ***customer confidence***



Correct installation makes ***upselling*** easier



Testing technicians is a way to ***differentiate*** business and meet a consumer need



THE CONSUMER CONTRACTOR CONNECTION (C3)

For both listing your company and
managing your technicians' certifications

C3 PROGRAM BENEFITS



HOMEOWNERS

Why Choose a NATE-Certified Technician?

Find a Contractor with NATE-Certified Technicians

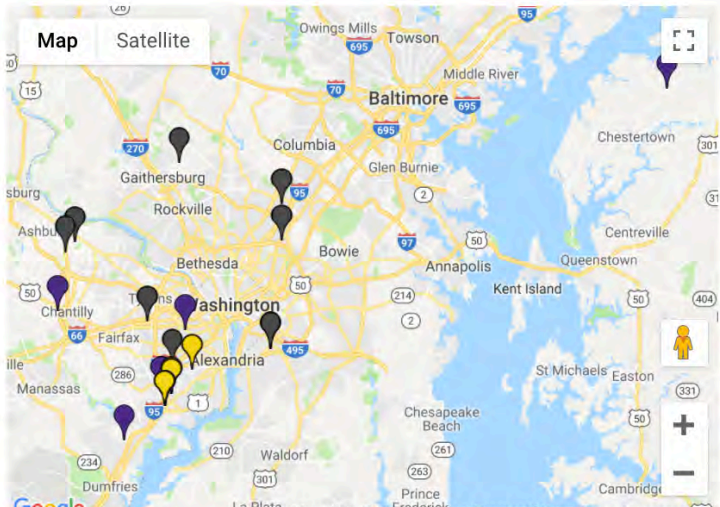
Verify a Technician's NATE ID

NATE News

Ask NATE

Enter your zip code and click 'Go'

Zip Code: 22201 **Go**



Map Legend

- Basic Contractor:** 25% of eligible technicians are NATE certified.
- Standard Contractor:** 50% of eligible technicians are NATE certified.
- Quality Circle Contractor:** 75% of eligible technicians are NATE certified.

Locations

Mobile Heat	Rush Electric Co., Inc.	Climate Heating & Cooling
6137 Leesburg Pike	5510 Franconia Rd	Electronic Dr
Falls Church	Alexandria	Springfield
Virginia, 22041	Virginia, 22310	Virginia, 22151
Phone: (703) 501-4945	Phone: (703) 971-3900	Phone: (703) 750-4008
Email: habchielmustapha@hotmail.com	Email: kmurrell@rushcompanies.com	Email: service@climateinc.com
Website:	Website: www.rushcompanies.com	Website: climateinc.com
# of Certified Technicians: 1	# of Certified Technicians: 1	# of Certified Technicians: 5
Show More	Show More	Show More

- List and advertise your business for FREE on NATE's contractor locator map – **over 5,000** monthly visits
- Easy online application on the Contractor's page of the NATE website, natex.org
- Display the **Proud to Employ Certified Technicians** logo on all of your promotional materials
- Manage all technicians' certifications – keep track of progress, add and remove technicians

CHECK CERTIFIED EMPLOYEE STATUSES



Reports

Report: C3 Technician Certification

C3 Sample (C3-40142)

View Report

1 of 1

Find | Next

C3 Technician Recertification

First	Last	NATE ID	Certification	Expiration	Required	Completed
John	Doe	1025205	Air Distribution InstallationADIN	10/31/2018	16.0	31.17
John	Doe	1025205	Air Conditioning ServiceACSV	10/31/2018	16.0	31.49
John	Doe	1025205	Light Commercial Refrigeration ServiceRLSV	10/31/2018	16.0	0.00
John	Doe	1025205	Air Conditioning InstallationACIN	10/31/2018	16.0	31.49
John	Doe	1025205	Light Commercial Refrigeration InstallationRLIN	10/31/2018	16.0	0.00
John	Doe	1025205	Air to Air Heat Pump InstallationHPIN	10/31/2018	16.0	31.49
John	Doe	1025205	Air to Air Heat Pump ServiceHPSV	10/31/2018	16.0	31.49
John	Doe	1025205	Gas Heating (Air) InstallationGSIN	10/31/2018	16.0	31.17
John	Doe	1025205	Gas Heating (Air) ServiceGSSV	10/31/2018	16.0	31.17
John	Doe	1025205	Air Distribution ServiceADSV	10/31/2018	16.0	31.17

MARKETING



Advertising resources (logos, web banners, flyers and videos) are available on natex.org

- Web
- Print
- In-branch
- The NATE Magazine
- Social Media
- Follow NATE on FB and Twitter



TECHNICIAN BENEFITS



Certifications are one way technicians ***differentiate*** themselves from the competition



NATE certification provides an academic underpinning for experience in the field, which makes a technician more ***efficient***. Efficiency ***saves time and money***, making the technician more of an ***asset*** to the business



Training and development boost ***confidence on the job and job satisfaction***

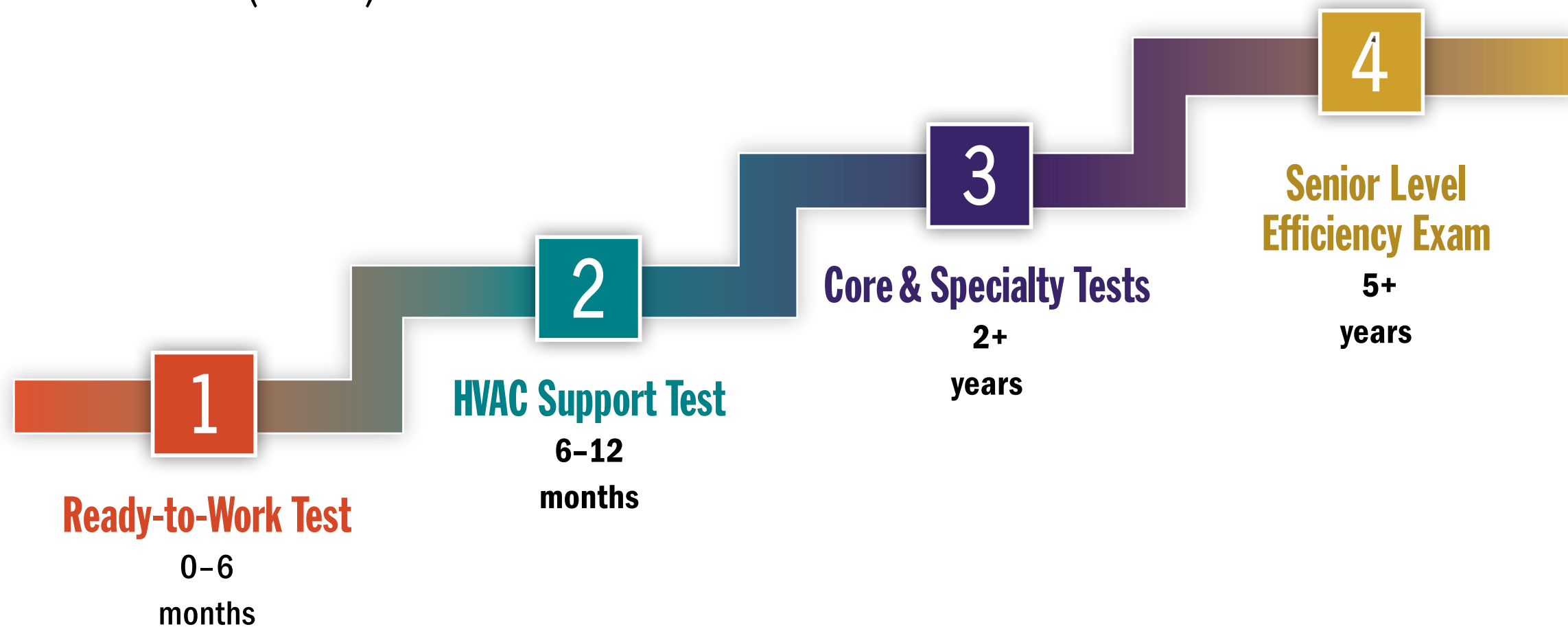


Workforce trend studies show that NATE-certified technicians ***earn higher salaries***

4 STEPS TO HVAC SUCCESS



If you are a technician or manager in the HVAC business and you want an edge on the competition, take a step up with North American Technician Excellence (NATE).



NATE PROFESSIONAL TECHNICIAN EXAMS



EXAMS

- *Core
- *Air Conditioning
 - Air Distribution
- *Heat Pumps (Air)
- *Gas Heating
 - Oil Heating (service only)
 - Hydronics Gas (service only)
 - Hydronics Oil (service only)
 - Light Commercial Refrigeration (service only)
 - Commercial Refrigeration (service only)

ADDITIONAL EXAMS

- EPA 608
 - Type 1 Certification (Small Appliances)
 - Type 2 Certification (High Pressure)
 - Type 3 Certification (Low Pressure)
- Universal Certification
- Ground Source Heat Pump Installer
- HVAC Performance Verifier
- Industry Competency Exam (ICE)

* Exams available in Spanish

TESTING: HOW TO PREPARE



REVIEW KATES

1

- Knowledge Areas of Technician Expertise (KATEs)
- No topic will be on a NATE-developed test unless it is referenced in a KATE

ATTEND A NATE-RECOGNIZED CLASS

2

- Attend a NATE-approved training class
- Ask the NATE testing provider you choose whether any preparatory training is offered

FIND TRAINING MANUALS ONLINE

3

- Purchase through the NATE online store
- Manuals do not teach to the test

TESTING ORGANIZATION LOCATOR ON NATEX.ORG

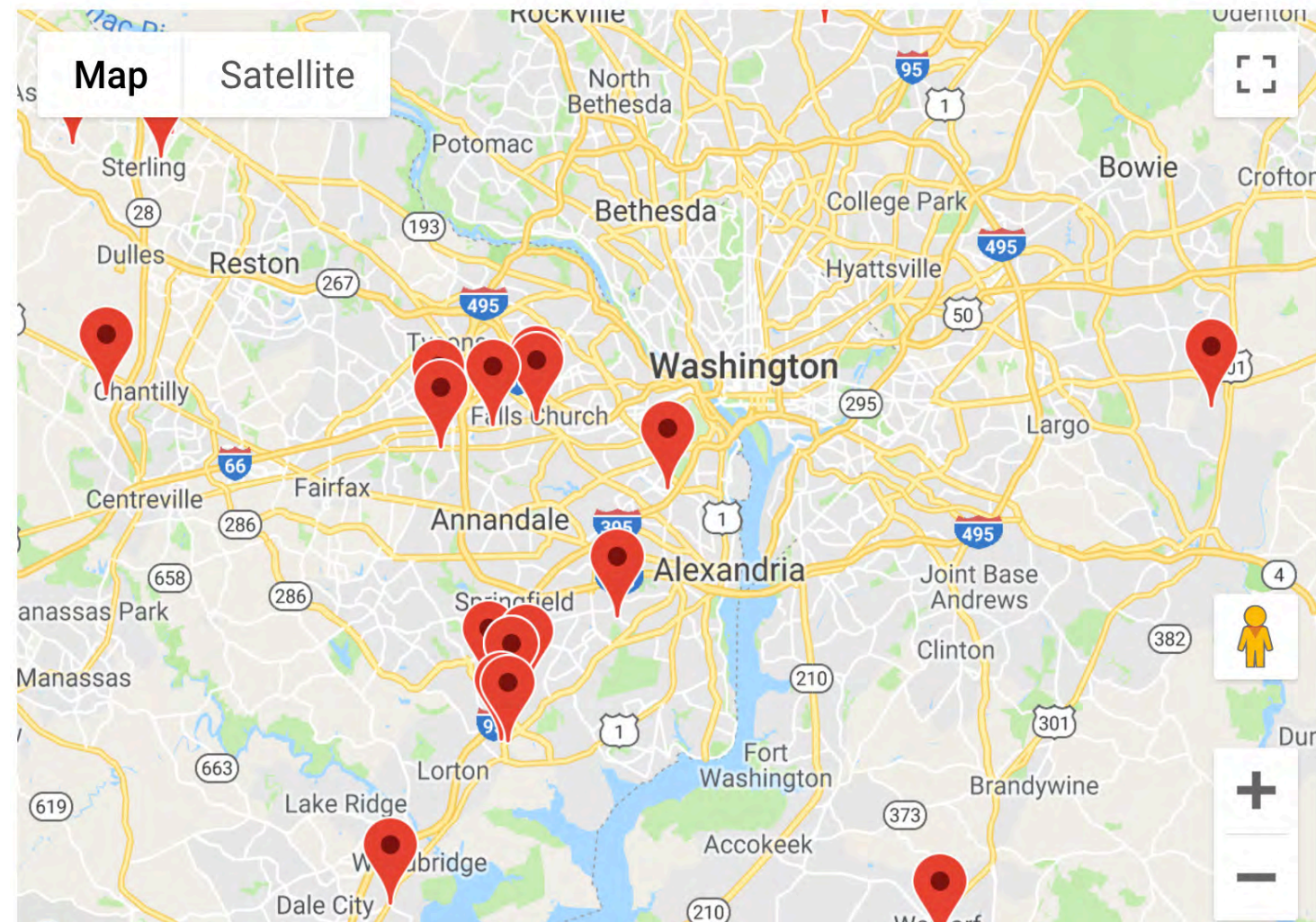


Testing Organization Location Map

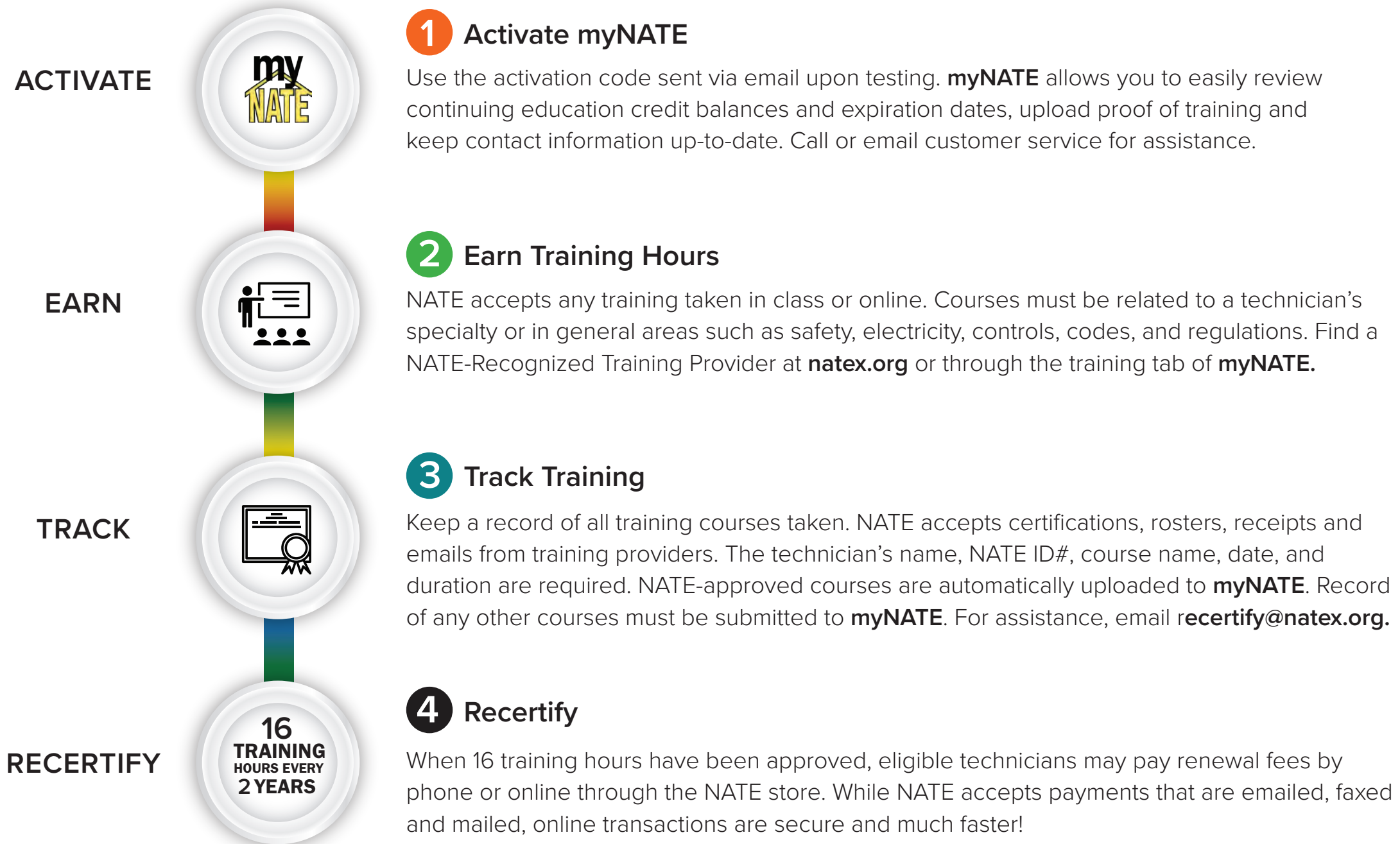
Zip Code:

20007

Go



NATE QUICK REFERENCE GUIDE





myNATE MAKES IT EASY



- www.myNATE.org
- Track continuing education hours
- Expiration date(s)
- Upload training documents a
- Update contact information at anytime.



RECERTIFICATION

CEH REQUIREMENTS



- Requires **16** hours of continuing education courses - **related to the specialty or in safety, electricity, controls, codes and regulations** - every **2** years
- NATE accepts training to maintain **state licenses, electrical license classes, or OSHA safety training**
- Must be **technical** in nature (not sales/human resources)
- NATE gives **hour for hour credit**, e.g. a 4 hour course awards 4 CEHs
- Courses **DO NOT need to be NATE-recognized**, however:
 - NATE-recognized courses are **pre-approved and will automatically be added to accounts** when the training organization submits the rosters to NATE. There are **no delays** in NATE reviewing the course
 - **Non-recognized courses must be submitted to NATE** for review and approval

RECERTIFICATION BASICS



- Two ways to recertify: CEHs or re-taking specialty exam
- CEH: Costs **\$25** for the first specialty, and then **\$5** for each additional specialty
- Exam: The cost for renewal is dependent on the exam provider; there is not a unique exam for recertification
- Like your initial certifications, service specialties award their installation counterparts for free, and Air to Air Heat Pump awards its AC counterparts for free
- For example, to renew HPSV, HPIN, ACSV, and ACIN you would either only pay \$25 with CEHs, or just take the HPSV exam

HOW TO SUBMIT COURSE HOURS



Sample Certificate 2



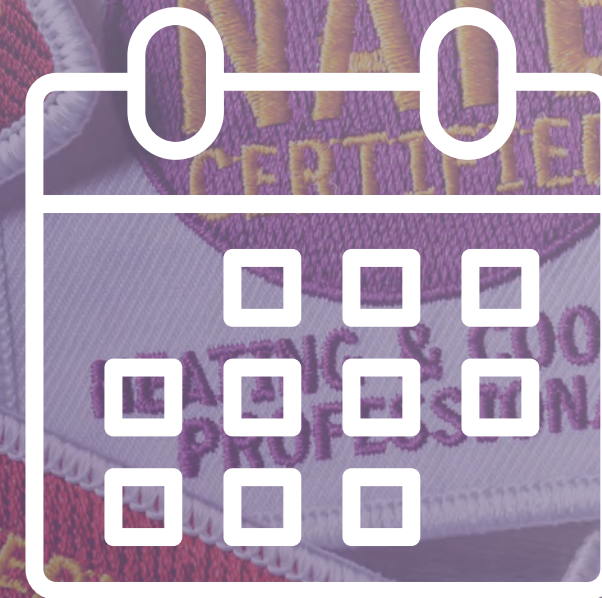
Sample Certificate 3

- Any NATE-recognized courses a technician takes should be automatically tracked after their instructor uploads a course roster
- However, a technician can submit proof of training for any non-NATE recognized course they take on their myNATE profile. Technicians can also submit proof of training for NATE recognized courses if they haven't been tracked
- Examples of non-NATE recognized courses would be things like training to maintain a state license, electrical license classes, or OSHA safety training

EXPIRATION

- Once a technician's certification expires, there is a 120 day grace period
- If the technician does not recertify in their 120 day grace period, they would need to re-take both the Core and a specialty exam.

120 day grace period



ONLINE RECERTIFICATION



NORTH AMERICAN TECHNICIAN EXCELLENCE

MY NATE: Login or Sign Up

- CONTRACTORS ▾
- TECHNICIANS ▾
- TRAINING & TESTING ▾
- CAREERS & LEARNING ▾
- RECERTIFICATION ▾
- HOMEOWNERS ▾
- ABOUT US ▾
- NATE ONLINE STORE ▾



GOT NATE?

Visit the NATE Online Store for training material, patches, decals, recertification, apparel and more!

SHOP NOW

TESTING



- Need to re-take the specialty exam you were previously certified in to renew it
- You do not need to re-take the Core if you are testing before your certification expiration date or during the grace period
- Contact a local testing organization to schedule a testing session. Same process as the initial certification



QUESTIONS?

- Call 877-420-6283
- Email asknate@natex.org
- Email recertify@natex.org
- Visit www.natex.org for the NATE Online Store and additional resources.