

**CERTIFYING THE
FINEST IN HVACR**



GUIDE TO SUCCESS

**NORTH AMERICAN
TECHNICIAN EXCELLENCE**

MISSION

We strive to be the leader in developing and recognizing HVACR technicians. The NATE certification program is designed to help HVACR employers hire, train and develop the best technicians possible by providing a clear path to professional development and certification.

HISTORY

Over 25 years ago a number of industry leaders came together to discuss concerns with the overall quality of field service and installation of HVACR equipment. From the perspective of manufacturing, distribution, and contracting, there were concerns that many individuals involved in servicing and installing systems and equipment lacked the proper knowledge and experience.

So in February 1997, NATE was incorporated by leaders across the HVACR industry, including contractors, distributors, utility communities, manufacturers, and trade associations.



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NATE By The Numbers

Over 300,000
Technicians have
earned NATE
Certification

Employing NATE-certified technicians can catapult your business to stand out, succeed, and thrive with unparalleled excellence. Customers and Technicians alike can see the NATE difference.



1997 FOUNDING

Since its establishment in 1997 by leaders from the HVACR industry, NATE has been steadfastly dedicated to empowering technicians and fostering their success for over 25 years.



300 YEARS OF EXPERIENCE

The NATE Technical committee, responsible for crafting the exams, are experts in HVACR and boasts over 300 years of collective technical and work experience.



ADDITIONAL MONTHLY REVENUE

Thanks to their technical expertise and knowledge, NATE-certified technicians work more efficiently and complete more jobs each month, generating an estimated additional revenue of over \$19,000 each month.



NATE CERTIFICATIONS OFFERED

NATE offers 21 different certifications for technicians to demonstrate their proficiency and excellence, at any stage of their careers including entry level exams, NATE certification, and industry certifications.

Unlocking Excellence with NATE Certification



MORE PRODUCTIVE

NATE-certified technicians complete 17% more jobs per month during peak season.¹



JOB SATISFACTION

74% of NATE-certified technicians say their certification gives them more satisfaction and confidence in their job.²



BETTER PREPARED

75% of contractors view their NATE-certified technicians as better prepared in the field.²



NATE STANDS APART

86% of NATE-certified technicians value NATE certification the most over any other HVACR certification.



CONFIDENCE

79% of contractors have more confidence in their NATE-certified technicians.²



PREFERENCE

87% of non-certified technicians want to become NATE certified.²

Elevate your team with NATE certified technicians - where training and certification fuel unbeatable performance. Discover the difference in quality, efficiency, and customer satisfaction that NATE certified technicians can bring to your business. Not sure if NATE certification is worth the time or effort? Our 2022 independent research opinion survey speaks to the power of NATE Certification.



Most contractors provide training and certification assistance to their technicians.

1 - 2023 XO1 NATE Certified Technician Data

2 - 2022 Decision Analyst Research Survey

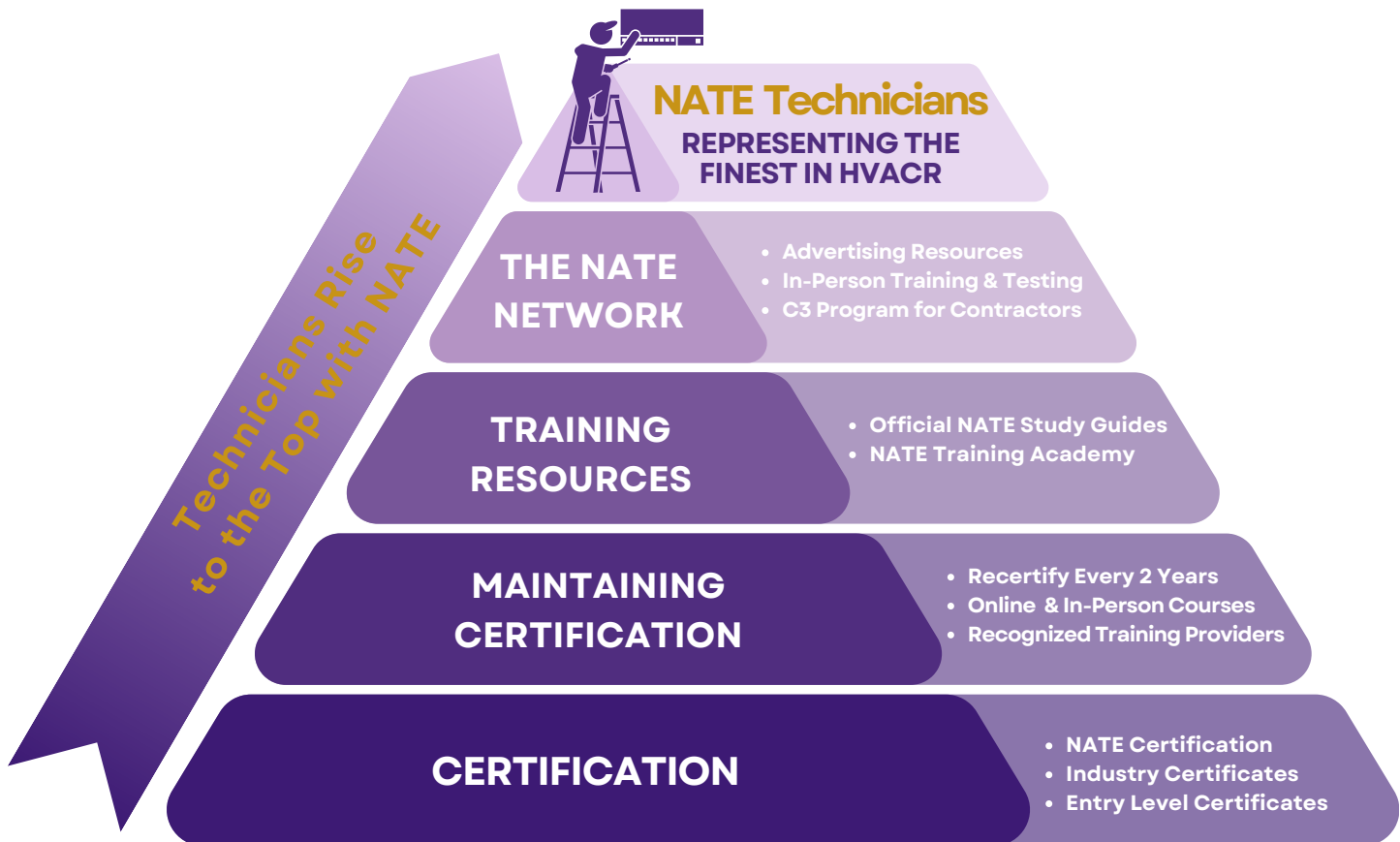


PARTNER WITH NATE

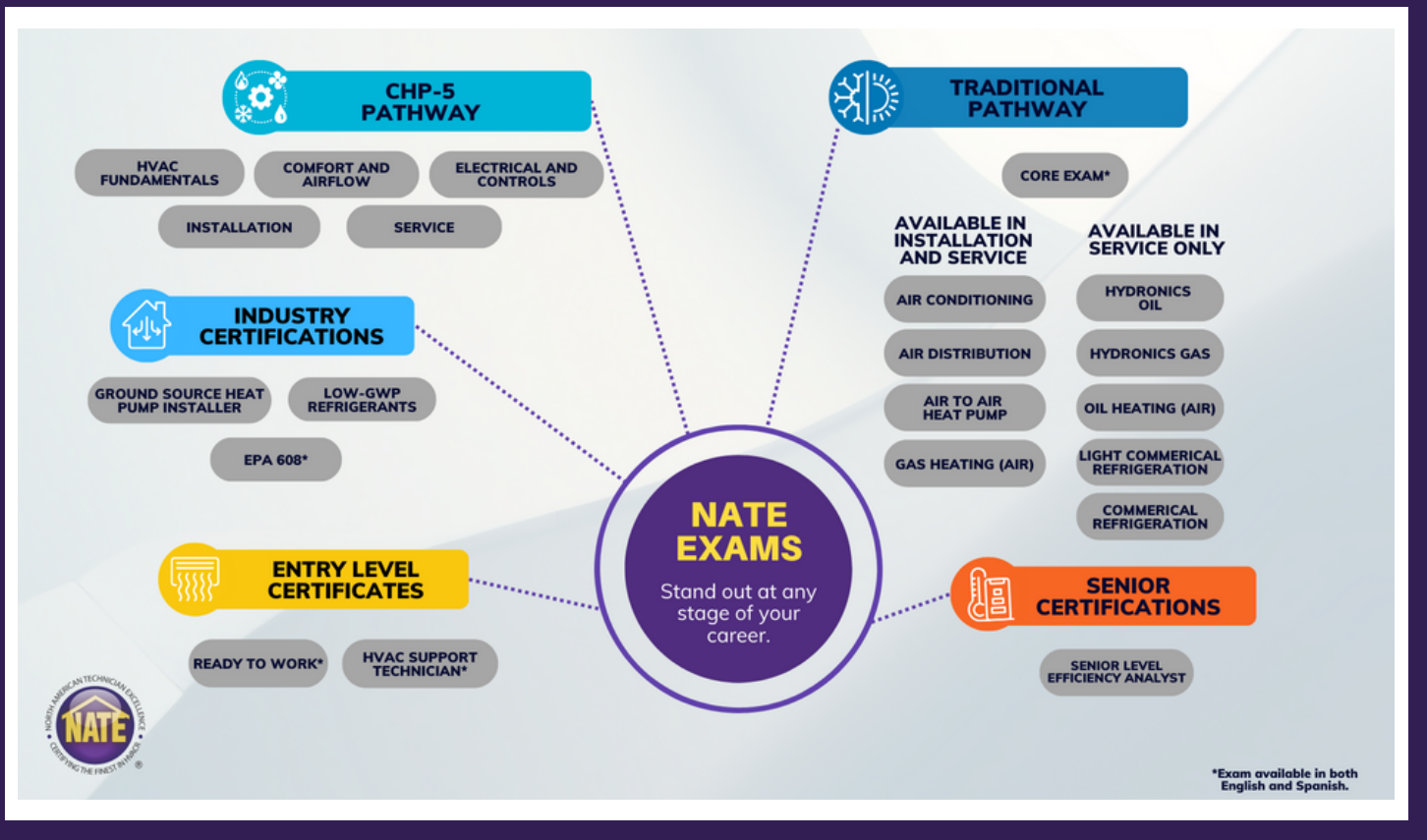
Your Lifelong Pathway to Technician Excellence

NATE goes beyond administering exams; we're your lifelong partners in fostering technician success and supporting contractors. Whether you're a newcomer or a seasoned pro, we furnish training tools to equip new technicians and advanced education options for the experienced.

At NATE, we offer contractors a comprehensive structure to cultivate their technicians' skills right from the start, paving the way for their journey towards becoming top-tier professionals.



EXAMS OFFERED



NATE offers a range of exams that assess real-world HVACR system knowledge. For those starting their journey with little to no formal education or experience, the entry level certificates act as a springboard, showcasing job knowledge and paving the way for a rewarding career.

For seasoned technicians, NATE offers the Traditional Certification Pathway and the Certified HVAC Professional (CHP-5) Pathway, both leading to NATE certification. By offering two different pathways to certification, NATE gives technicians the opportunity to choose the set of exams that best fits their needs and learning style.

Further specialization is within reach with additional certifications such as the Senior Level Efficiency Analyst, Low-GWP Refrigerants certification exam, and other industry exams. NATE empowers technicians to excel, opening doors to limitless possibilities in the HVACR industry.



ENTRY LEVEL CERTIFICATES

Designed for New Technicians

NATE entry level certificates are designed to help new technicians show they have mastered the basics. The certificates can also be used as a tool for contractors to make sure their newest technicians are ready to shadow others in the field.



Ready-to-Work

This entry-level exam is designed for technicians who are just entering the HVACR field, with little to no formal education or training. The exam focuses on fundamental job knowledge and skills and each exam order comes with a free downloadable study guide. The Ready-to-Work Certificate exam is available online only, does not require a proctor.



HVAC Support Technician

The HVAC Support Technician Certificate is designed for technicians with 6 to 12 months of experience. The exam covers topics linked to the NATE certification pathway, but at a more fundamental level. Earning this certificate demonstrates increased knowledge and skills, and strengthens the foundation needed to pursue NATE's professional certifications.



NATE CERTIFICATION

Two Pathways to Success

Technicians can choose between two different sets of exams, or pathways, to earn NATE Certification: The Certified HVAC Professional, or CHP-5, is made up of five 30-question exams, each on a specific subject area, and is designed for new technicians.

The Traditional Pathway is for experienced technicians looking to demonstrate their specialized experience and consists of a Core exam and a Specialty exam of your choice.

No matter which NATE certification, path a technician chooses, they are ensuring recognition of expertise and excellence in the industry.



"I am very excited as NATE embraces its living mission to meet the industries changing needs. The evolving tests and methodologies anticipate the work and needs of today's technicians."

Technicians that travel the NATE learning path show their commitment to an elevated process."

*Laura DiFilippo, Vice President and
Co-Owner, Difilippo's Service*

TRADITIONAL PATHWAY SPECIALTIES

AVAILABLE IN INSTALLATION AND SERVICE

AIR CONDITIONING

AIR DISTRIBUTION

**AIR TO AIR
HEAT PUMP**

**GAS HEATING
(AIR)**

AVAILABLE IN SERVICE ONLY

HYDRONICS OIL

HYDRONICS GAS

OIL HEATING (AIR)

**COMMERICAL
REFRIGERATION**

**LIGHT COMMERICAL
REFRIGERATION**

TRADITIONAL PATHWAY

Technicians that choose the traditional NATE certification pathway will take two exams - the 50-question NATE Core exam and a 100-question Specialty exam.

NATE offers multiple Specialty exams for technicians to choose from, and technicians will earn an Installation or Service specialization depending on the exam completed. Once certified, technicians can also earn additional specialties, including a Senior Level Efficiency Analyst specialty.

The Core exam tests a candidate's construction knowledge and HVACR specific knowledge in the areas of: Safety, Tools, Basic Construction, Using Basic Science, Achieving Desired Conditions, Taking Temperature and Humidity Measurements, and Basic Electrical.

The Traditional Pathway is a great choice for experienced technicians that feel confident in their work and test taking abilities.

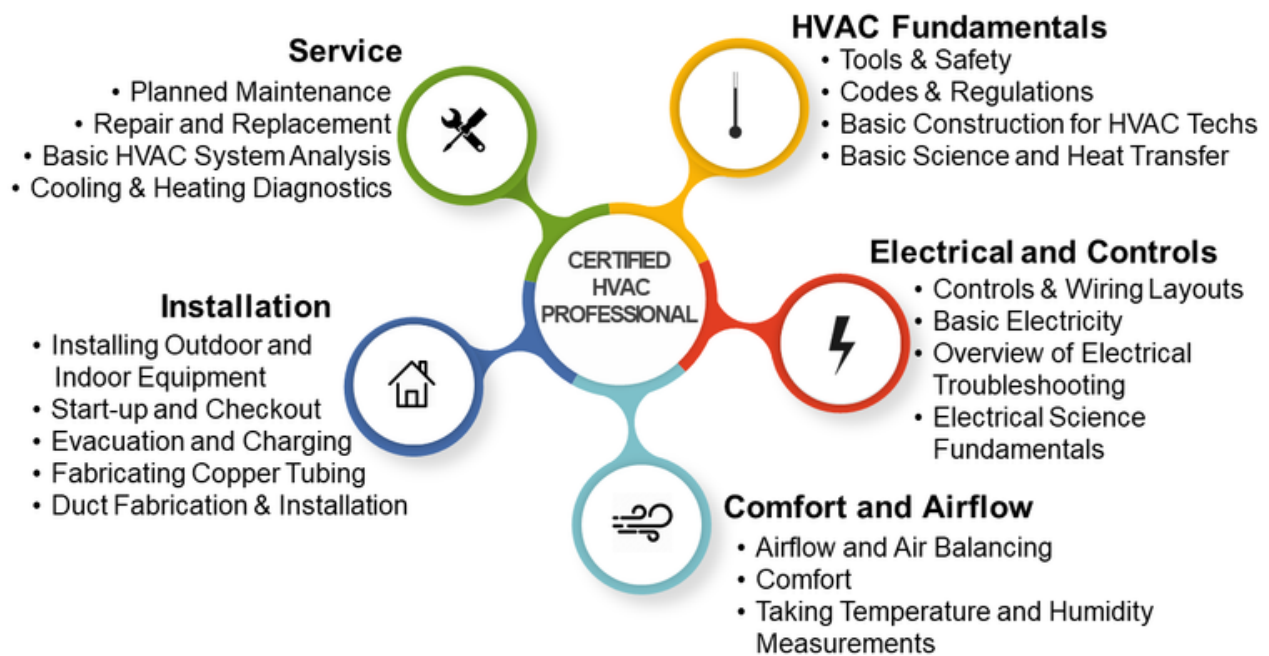
CHP-5 PATHWAY

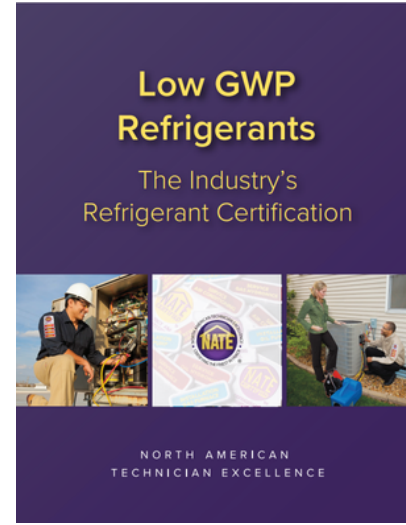
The Certified HVAC Professional (CHP-5) is a new certification pathway designed to mesh a technician's training and certification efforts with their on-the-job learning.

This new way to earn NATE certification consists of five 30-question exams instead of our traditional 50-question core exam and 100-question specialty exam.

Each exam covers one of five different subject domains: HVAC Fundamentals, Electrical and Controls, Comfort and Airflow, Installation, and Service. NATE recommends taking the exams in order for the easiest progression, however technicians can take the exams in any order they choose.

Candidates can take up to six months between each exam to study and prepare.





Exam Subject Domains



INSTALLATION - 28%



SERVICE - 26%



SAFETY - 20%



TYPES - 11%



TOOLS - 15%



Low-GWP Refrigerants Certification Exam

NATE is proud to introduce a new refrigeration exam and certification. The exam is designed to validate a technician's knowledge of the low-global warming potential (GWP) refrigerants becoming common in the HVACR industry due to new state and federal regulations.

While the new low-GWP refrigerants are more efficient, these products are also more advanced and complicated for HVACR technicians to work with. The NATE refrigerant exam is designed to ensure that technicians have the necessary skills and job knowledge to handle refrigerants of all types.



MAINTAINING CERTIFICATION

To maintain NATE Certification, technicians must recertify every two years by either:

1. Completing 16 hours of continuing education hours (CEHs) and paying a renewal fee.
- Or:**
2. Re-taking the specialty exam before the expiration date.

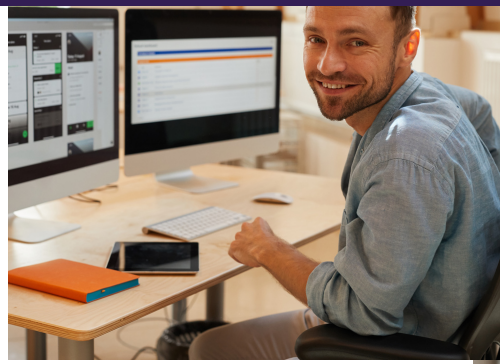
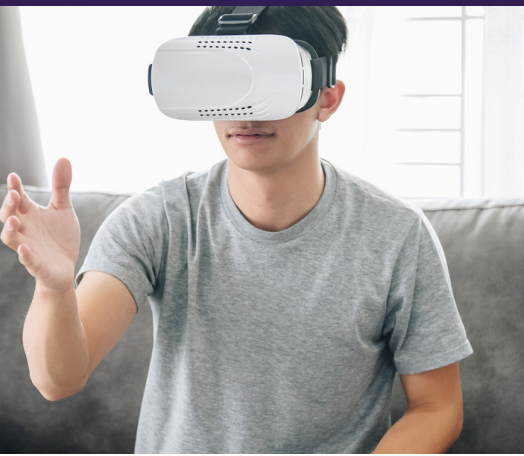
NATE recognizes and approves both online and classroom training that is relevant to a technician's specialization or covers broad topics like safety, electricity, controls, codes, and regulations. Training completed with a NATE Recognized Training Provider will be seamlessly added to a technician's myNATE account. For all other courses, technicians can submit proof of training online.

For questions related to recertification, you can contact the NATE recertification specialist by emailing recertify@nate.org.



Wade Mayfield
Former President
Thermal Services

"When I became a technician, I'd always heard about NATE certifications. One of the trainers I used to go to always said, 'If you want to be the best, get your NATE certification.' I went on and got my NATE certifications, and by the time I got all of those done, I felt like I was the most well-rounded, confident, competent technician that a homeowner or business owner could hire."



NATE TRAINING ACADEMY

NATE has teamed up with [Interplay Learning](#) to create NATE Training Academy, a new online training platform for HVACR technicians to prepare for NATE certification and certificate exams..

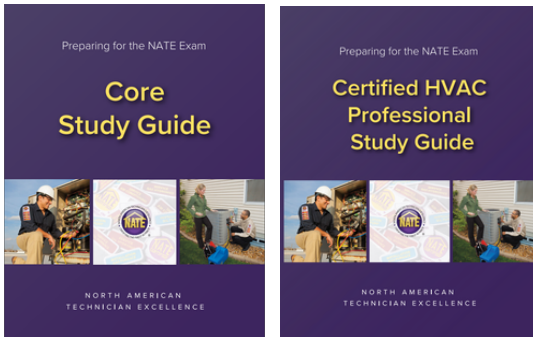
How it Works

The comprehensive online courses are all available on-demand and can be taken at any time. The interactive and immersive online courses include field-like 3D and VR simulations, videos, and knowledge checks.

Courses Offered

NATE Training Academy currently offers courses to prepare technicians for the CHP-5 exams and Traditional Pathway exams, the Low-GWP refrigerant certification exam, the entry level Ready-To-Work certification exam, and Continuing Education Hours (CEHs).

NATE STUDY GUIDES



NATE offers study guides to help technicians prepare for their NATE exam. All guides are concise, graphics-heavy, and each certification exam guide includes practice questions at the end of each chapter.

Study guides are available for the Ready-to-Work certificate, the HVAC Support Technician certificate, the CHP-5, the Core exam, the Air Conditioning and Heat Pump specialty exam, the Gas Heating specialty exam, and the new Low-GWP Refrigerants certification.

You can also find guides for NATE's Ready-to-Work and HVAC Support Technician certificate exams in both English and Spanish.

EXAM KATES

One of the first steps to preparing for the NATE exams is reviewing the exam KATEs. All NATE exams are based on Knowledge Areas of Technician Expertise (KATEs), statistically proven job task analysis from experts in the HVACR industry.

Each KATE includes the percentage of each subject on the exam, industry references and a clear outline of each topic that technicians should be familiar with before sitting for the exam. There are free downloadable KATEs for every NATE exam available on the NATE website.





TAKE EXAMS ONLINE

Live Online Proctoring

NATE now offers remote Live Online Proctored Exams for all NATE certification and certificate exams. Our Live Online Proctored Exams give technicians the opportunity to take their exam at the office or at home, at a time that fits their schedule.

How it Works

A qualified proctor monitors remotely in real time using webcams in order to ensure the integrity of the exam. Trained professional remote proctors assure that our remote testing is secure and trustworthy, while giving you the flexibility to take the exam in a location of your choice. Technicians can register for an exam online through their myNATE account.

Benefits of Live Online Proctoring

By testing online, you can minimize technicians' time away from the field. With this new exam option, certification becomes more attainable than ever, offering the dual benefits of flexibility and efficiency.



NATE RECOGNIZED TRAINING PROVIDERS

By becoming a NATE-Recognized Training Provider, you can impart knowledge, skills, and confidence to those in your industry. NATE recognizes coursework that aligns with Knowledge Areas of Technician Expertise (KATEs)—the content that is tested in our exams. Plus, it is completely free to register and can be completed online.

If you are seeking NATE certification or continuing education hours, NATE Recognized Training Providers can help you achieve your goals.



NATE TESTING ORGANIZATIONS

Take an active part in improving the quality of technician excellence by becoming a NATE Testing Organization. A NATE Testing Organization is an organization that agrees to follow the NATE testing protocols and offers at least one testing session a year. Testing organizations must have a minimum of one NATE approved proctor to oversee exams. A proctor can be any person who is a member of the Testing Organization and does not need to be NATE certified. Applications are free and can be completed online.



NATE C3 Program: Consumer Contractor Connection

With C3 membership, you not only receive the benefits of professionalism, customer confidence and profitability, you gain access to new customers. Whether you are a one-person shop or have NATE-certified technicians in multiple locations, NATE's C3 program is the best way to let customers know you employ NATE-certified technicians with a free listing on our contractor locator.

To qualify, a contractor must have at least 25 percent of its eligible service and installation technicians NATE-certified. You may then register to be listed on the NATE contractor locator with your company information and the technicians' NATE ID numbers.

"NATE certification is now the standard upon which all HVACR technicians are measured, a fact that we have verified through numerous research projects. Looking forward, the HVACR industry is increasingly dynamic with challenging labor markets, significantly increasing awareness of indoor air quality and comfort, and changing regulation that will require mildly flammable A2L refrigerants. For the contractor to succeed and the industry to thrive, it's critical that each and every technician is professionally competent to meet the demands of this dynamic market. That's why the importance of NATE has never been greater."

Quan Nguyen
VICE-PRESIDENT & General Manager
Lennox Industries Residential

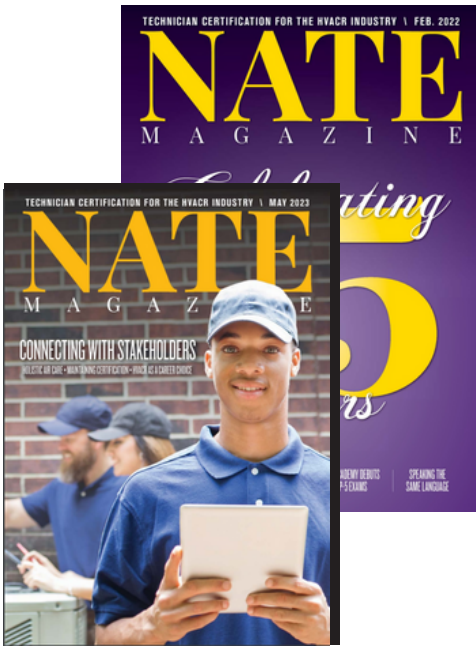


NATE MAGAZINE

With a circulation of over 150,000 contractors and technicians, NATE Magazine highlights technicians and contractors across the HVACR sector and spotlights their endeavors.

Interested in being featured in NATE Magazine? NATE magazine offers a valuable platform to share insights, experiences, and expertise with a wide and engaged audience. If you are interested in showcasing your business and sharing more about your relationship with NATE, we would love to interview you.

Contact us at askNATE@natex.org if you are interested in being interviewed for a future issue.



NATE ONLINE STORE

In the NATE online store, you'll discover a diverse selection of products ranging from patches and apparel to essential accessories and official NATE study guides. Additionally, you can conveniently pay for technician recertification fees right in the store.

The NATE online store provides a convenient one-stop destination for HVACR professionals.

www.NATEX.org/shop



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