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IBS ADVISORS

INTEGRATED BUILDING SCIENCE

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Green Job Training

Brett,

The latest buzz phrase on the campuses of technical schools and community colleges is "green job training". These schools are running around trying to develop green job training programs and they generally don't understand what a "green job" really is. Many of them are simply revamping their construction trade courses and adding "green" skills to them.

The challenge is to first define what a "green" job is. Since green is a color, I prefer the terms "sustainable development" or "sustainable construction". All we are really doing is training people to design, develop and build structures in a way that minimizes the environmental impact, maximizes the social benefit and maximizes profitability.

There are two layers on the construction end of things: the construction part and the verification part. The most important aspects of improving a process are to have a process to begin with and then have someone who comes along and verifies that the work actually got done according to the process.

In the sustainable job field, the role of process verifier for sustainable construction is often a Home Energy Rater. These are specialists who have been trained by an accredited Training Provider in building science, performance testing, material installation standards and energy modeling. These Home Energy Raters often work with a Field Inspector, a person trained to perform the testing and inspections. Once certified as a Home Energy Rater, these individuals often move on to receive specialty

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Department of Energy RFI for Energy Rating Program Update!

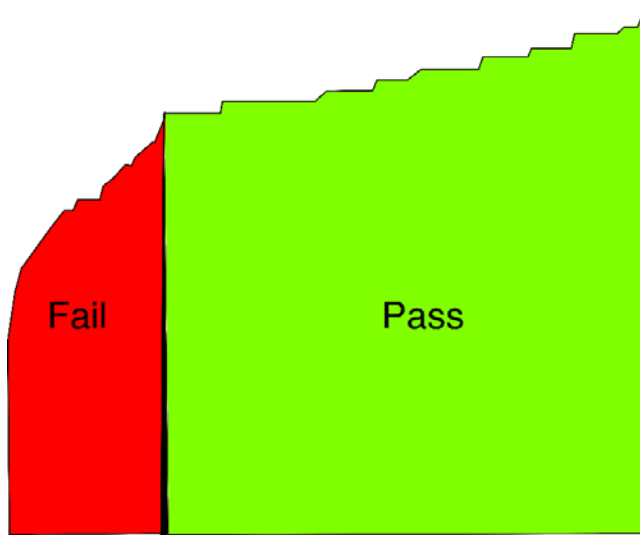
BPI pulled out of signing the joint statement on the DOE RFI on a National Energy Rating Standard because they have been challenged by ACCA and other contractor organizations over Home Star legislation that only lists BPI-certified contractors. They have, however issued a statement of support.

EcoBrokers stepped up and joined RESNET and Efficiency First! and signed the joint statement to the Department of

certificates such as Green Rater or Comprehensive Home Energy Auditor.

It is extremely important that the Trainer is good at doing the sustainable job AND is an excellent instructor. Just because someone has experience or is technically good at a job doesn't mean they will make a good trainer. This is where the community college and technical schools start to fail their students. By that, I mean the colleges fail to deliver the promised knowledge. I recently posted on [how to train adults](#) and have a [training](#) I did at the RESNET conference posted on my website.

If you are looking for the best in training Home Energy Raters, I think you've found them. If you want to get into this industry, or add HERS ratings to your business, you deserve to be trained by the best. Ask your potential trainer for references, what their pass rate is on the national exam, and if they teach field skills, office skills and business development. You should also ask them how much experience they have. A good trainer will gladly tell you all of this information and won't say things like "low pass rates are due to the quality of the student" or some other kind of nonsense like that. Low pass rates say a lot about the quality of the training. The national average (last time I checked) for pass rates on the national HERS Rater exam is 68.5%. Here is a graphic that shows my pass rate over the past 3 years.



IBS Advisors Rater Pass Rate 2007-2010

So far in 2010, I have had an 86% pass rate. In 2009, I had an 85% pass rate and in 2008, a 74% pass rate and in 2007, our first year as an accredited training provider, we had an incredible 90% pass rate. We also taught the class in 2007 over an 8 day period of

Energy on their Request for Information on a National Home Energy Rating Standard.

What our students say:

"Having Brett as an instructor is great. Brett has a interest in making sure the student understands and it shows, it did not seem that he had a J O B, but sincere desire to share his knowledge. Thank you." -James C.

"Brett did a fine job. I really appreciate his leadership in the building science and energy efficiency business." -Jason E.

Home Star Update

Home Star legislation is bogged down in the Senate Finance Committee, chaired by Senator Max Baucus. The two issues are the

time; we now teach it over 6 days.

IBS Advisors is offering our next HERS Field Inspector and Rater course on South Padre Island, July 21-23 & 28-30. Untouched by the Gulf oil crisis, South Padre has beautiful beaches, friendly people and loads of family fun (a water park, dolphin watching, SCUBA diving).

We are also offering the courses in August in Albuquerque, NM, August 18th-20th and 25th-27th at the MCM Elegante Hotel.

For more information and to sign up for the course, please click the link below.

[Home Energy Rater Course](#)

[HERS Field Inspector](#)

\$6 billion price tag and the way the rebates are structured that cause the contractor to float the difference. Another challenge is President Obama's legislative calendar which has become extremely busy with the pre-November election push.

Decision by Committee, part 2

There are differences between business-based teams and teams of volunteers that affect group decision making. I [wrote earlier](#) about the phenomenon of the pressure of the crowd on an individual and how it can be so intense that the individual tends to go along with the crowd even when they know the crowd is wrong. This herd mentality is wired into most of us.

The differences between business teams and volunteer teams primarily lie in what I call social differences and leadership differences.

The top 3 social differences are what unites and divides, motivation for participation, and leader's role.

The primary leadership difference is that the business leader is the decision maker and the volunteer leader is the decision facilitator.

To read more of my thoughts on committee decision making and the differences between volunteer committees and business teams, [click here](#).

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