

# *Getting Gold Star Ready*

The Path to Accreditation with  
Building Performance Institute

Tiger Adolf  
BPI



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## Programs to Consider

- Home Performance with ENERGY STAR – new IOU programs launching
- Local and State Utility and Municipal incentive and rebate programs – PACE and California First
- HomeSTAR – federal jobs initiative with substantial rebates for homeowners *choosing contractors from a qualified workforce*



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# Getting Gold Star Ready

1. Certification – Individual Technician
  - More than 11,000 certified individuals
2. Accreditation – Contractor Company
  - More than 550 accredited companies



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# Certification Training

>192 Affiliates - 6/2010

The screenshot shows the Building Performance Institute website. At the top, there is a navigation menu with links for Home, Locator, Contact Us, Login, Documents, News, and Our Team. Below the menu is a header with the BPI logo and the text 'Building Performance Institute'. A secondary navigation bar contains links for WHAT WE DO, TRAINING AFFILIATES, CERTIFIED PROFESSIONALS, ACCREDITED CONTRACTORS, BPI STANDARDS, GOVERNMENT SERVICES, HOME OWNERS, GREEN COLLAR JOBS, and TRAINING & EDUCATION. The main content area features a large heading: 'Are you ready to train the next home performance workforce generation?'. Below this heading is a paragraph: 'As a nationally recognized credentialing organization for residential energy efficiency retrofit and weatherization professionals, we recognize that knowledge and skills are prerequisites for successful work. That's why we've developed comprehensive standards for home performance contractors and affiliations with local training organizations.' To the left of this text is an image of two men in hard hats looking at a document. To the right is a sidebar with the heading 'Are you ready to get started?' and four links: 'Download the BPI Affiliate Policies & Procedures', 'Download our Affiliate Application', 'Become a Trainer', and 'Become a Proctor'. Below this is a 'Frequently Asked Questions: Training Affiliates' section with a link 'Have a question about Affiliation? Find the answer here!'. Further down are two more links: 'Can being BPI certified and accredited help me expand my program?' and 'Find a BPI Training Affiliate Near You'. At the bottom of the main content area are two sections: 'Do you have what it takes?' and 'Steps to Become an Affiliate.'. The 'Do you have what it takes?' section includes a link 'Check it out!...' which is circled in red. The 'Steps to Become an Affiliate.' section includes a link 'Check it out!...'.



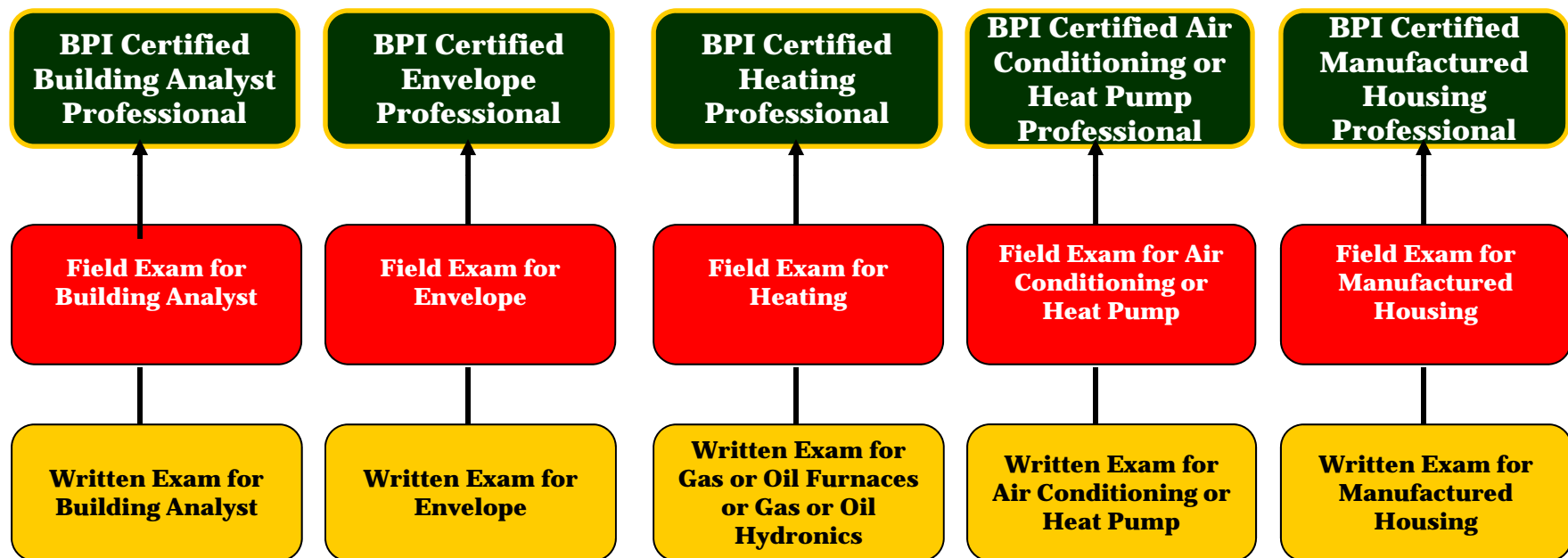
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<http://www.bpi.org/affiliates.aspx>



# BPI Certification Model

Certification is for the Individual Technician



<http://www.bpi.org/standards.aspx>



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# Affiliates Provide Training

- Provide training/mentoring/examination services
- Classroom theory
- Hands-on field training
- Must use BPI-reviewed curriculum that delivers all elements of BPI standards
- Highly qualified experts provide training

>192 Affiliates - 6/2010

<http://www.bpi.org/affiliates.aspx>



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# What is BPI Accreditation?

A professional credential awarded by BPI to contracting companies who commit to offering comprehensive “whole house” home performance solutions for their customers.



**ACCREDITED  
CONTRACTOR**



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# Accreditation of Companies

- Organizations committed to using a quality management system
- Committed to using the whole-building performance system on every home with particular attention to health and safety
- Committed to quality assurance to verify conformance and provide feedback for continuous improvement process

<http://www.bpi.org/companies.aspx>



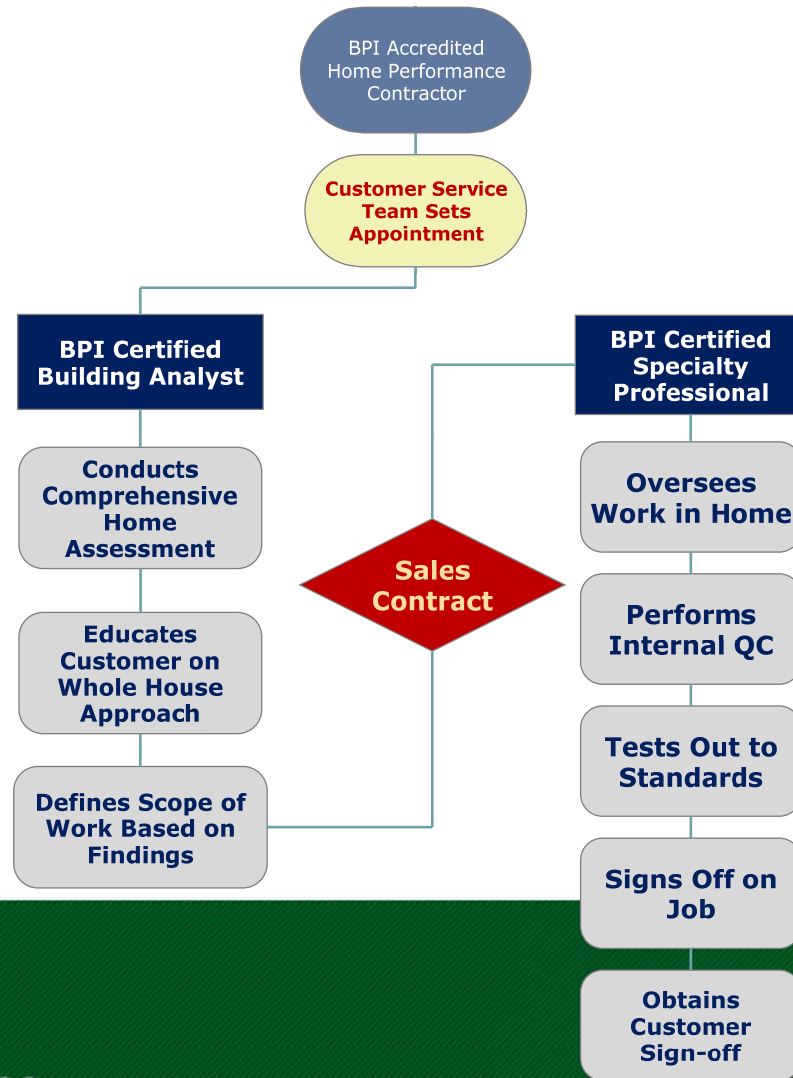
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# BPI Home Performance Contractor Model

*Solutions Based Selling*

*Verifiable Results*



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# Becoming an Accredited Company (Qualifications)

- One Building Analyst Professional
- One Specialty Certification
- Properly licensed and bonded as required by State or other jurisdiction
- Proof of GL Insurance (\$1 Million w/BPI as Certificate Holder)
- Proof of Worker's Comp (w/BPI as Certificate Holder)
- Customer Dispute Resolution Policy



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[http://www.bpi.org/companies\\_homestar.aspx](http://www.bpi.org/companies_homestar.aspx)

553 accredited  
companies 6/2010



# Becoming an Accredited Company (Application)

- [Accreditation Application](#) (1 page)
- Application Fee (\$500 annual fee)
- Participate in on-going QA (\$1,000 first year QA fee adjusted annually based on business volume)

[http://www.bpi.org/companies\\_homestar.aspx](http://www.bpi.org/companies_homestar.aspx)



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# Cosmetology Requirements in CA

## California State Board of Cosmetology License Information

In order to obtain a license for aesthetic services in the State of California, students must complete the requirements listed below.

### Training Requirements

- **Cosmetologist (hairstylist): 1,600 hours**
- Esthetician: 600 hours
- Nail Specialist: 250 hours
- Natural Hairstylist: 300 hours
- Waxer: 75 hours



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# Challenge of Becoming a Hair Dresser

- You must correctly answer at least **75 percent** of written exam questions correctly
- All exam results are reported as either ***passed or failed***
- **If you pass** the written exam, you will receive a notice in the mail
- At a later date, you will be sent an admission notice with the date, time and location of the **practical exam** for which you are scheduled.
- Must appear with all equipment, hire your own model, and be fully prepared to perform
- Training: \$5,000 - \$12,000
- Anticipated earnings: \$25,000-\$30,000 annually



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# Beautician vs. HP Contractor

What happens if your hairdresser make



Bad Hair Day

What happens if your home improvement contractor makes a mistake?

CO Spillage/ Mold/ "Sick Houses"

HOME PAGE	TODAY'S PAPER	VIDEO	MOST POPULAR	TIMES TOPICS				
The New York Times			N.Y. / Region					
WORLD	U.S.	N.Y. / REGION	BUSINESS	TECHNOLOGY	SCIENCE	HEALTH	SPORTS	OPINION

## Three Die From Carbon Monoxide Poisoning in Connecticut

By PATRICK HEALY; Avi Salzman contributed reporting for this article.  
Published: Tuesday, January 13, 2004

Gas-burning furnaces filled two homes on Long Island and in Connecticut with carbon monoxide in the last few days, poisoning the occupants during a lull in a cold snap.

The Long Island residents escaped. But in Connecticut, three people -- including two women who had arrived to help the family -- were killed.

In a gray Victorian home in East Lyme, Conn., David and Kelly Dunn and their two daughters felt as if they had been stricken with the flu. On Saturday, the family decided to stay inside. Ms. Dunn's mother and a family friend stayed with the Dunns to help them recuperate, the Connecticut State Police said.

On Sunday night, another relative found the family lying on the first floor of the house. Relatives and neighbors soon realized that the flulike symptoms had been an early sign of carbon monoxide poisoning, the police said.

Ms. Dunn's mother, Aralia Cameron, and Kathleen Dumais, the women who had come to help, were dead at the scene. Mr. Dunn died yesterday after being flown to a hospital in Rhode Island. His wife and daughters, Chelsea, 8, and Elissa, 3, were in critical condition last night at Hartford Hospital, the police said.

Ronald Pringle, chief of the Niantic Fire Department, said carbon monoxide had built up in the home because of a plugged flue pipe attached to a propane heater in the basement. The family had also sealed several windows with plastic, a move that kept the cold at bay but also trapped the gas, officials said.

- SIGN IN TO RECOMMEND
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