



Timed Program Outline

For Maine Real Estate Commission Continuing Education Program

Outline

1. Opening (5 minutes)
 - a. Welcome
 - b. Course agenda
 - c. Zoom logistics
2. Maine Real Estate Commission Statement
3. Distribute Commission's Student Evaluation Forms
4. Efficiency Maine Introduction (5 minutes)
5. How Realtors Can Add Value To Clients With Efficiency Maine Rebates (20 minutes)
6. Identifying Energy Efficiency Upgrade Opportunities (40 minutes)
 - a. Key upgrades to look for
 - i. Heat pumps
 - ii. Insulation
 - iii. Water heaters
 - iv. Electric vehicles
 - v. Appliances
 - b. Client benefits
 - c. Rebates
 - d. How to get a rebate
7. Home Energy Loans (5 minutes)
8. Federal Tax Credits (5 minutes)
9. Web Tools (15 minutes)
 - a. Home Efficiency Calculator
 - b. Home Heating Costs Calculator
 - c. Water Heating Costs Calculator
 - d. Other online information and resources
10. Installer Locator (20 minutes)
 - a. How to access
 - b. How to use
11. Obtaining Complimentary Efficiency Maine Rebate Brochures for Clients (5 minutes)
12. Questions and Answers
13. Collect Commission's Student Evaluation Forms