



## ***How To Convince Your Organization To Send You To Energy Symposium 2017***

**In these days of scarce training dollars, you should expect a good return on your investment. Energy Symposium 2017 offers you enough benefits to justify your time and expense.**

Here are suggestions for getting your boss to approve your participation in our annual energy workshop.

Follow these ideas for some help in getting the funding and approvals you need to join your colleagues at Energy Symposium 2017.

### ***Write a request to your supervisor and:***

- Tell your supervisor that you will earn CEUs, PDUs, FBPTA Core Competence Credits.
- Identify those sessions that will improve your job performance and benefit your organization.
  - List sessions you want to attend and what you hope to learn.
  - State how you plan to apply these to your organization's needs.
- Tell your supervisor your plan to share with your co-workers the valuable information contained in the sessions.
- Emphasize the low registration price compared to similar workshops elsewhere, and why Energy 2017 is a real bargain for a three-day workshop with more than 20 hours of training, cutting-edge technologies, and industry leaders as speakers. (The average cost of a three-day workshop and exposition often runs \$700 to \$1,000 or even more).
- Explain how a hands-on exposition, with suppliers of cutting-edge technology products, will benefit your organization.
- Show how the opportunity to view and learn about the latest energy products and services available will help you make the right procurement choices and meet energy goals.
- Present your request to attend, with PDF of agenda, to convince your supervisor of the benefits of attending.

**Your organization can save even more money by registering early.  
Allow plenty of time to get your request through the approval process.**

### ***Who attends these annual energy workshops?***

Hundreds of professionals come to the Energy Symposiums every year. Their job titles include federal, state, and local government and private sector energy managers; procurement officials; engineers; utility representatives; operations and maintenance managers; government contractors; environmental specialists; state energy office staff; architects; design engineers; facility managers, and others. Organizations include defense agencies; civilian agencies; industry; national laboratories; utilities; state and local governments; academia; institutes/associations; ESCOs, and media.