

2021 GeoElite Dealer Program

Distributor Annual Participation Requirements

ClimateMaster Distributors are responsible for the selection and nomination of installation professionals who wish to participate in the GeoElite Dealer Program. The application must be renewed annually to assure the candidates comply with these program requirements.

Unit Sales

An existing contractor must have sold a minimum of 10 compressor bearing units in the prior year. New program candidates must have the potential to sell a minimum of 10 compressor bearing units in the sign-up year.

Product Training

GeoElite Dealers must be technically competent in the procedures for geothermal heat pump system selection, installation, start-up, and service. Therefore, the candidate must have successfully completed the following ClimateMaster training courses within 18 months of the sign-up year.

- 202 Service and Installation Class
- Trilogy Training Course
- IGSHPA Accredited Installer Course

It is the responsibility of the distributor to always employ a minimum of one technician who has successfully completed the ClimateMaster Train the Trainer Course.

Exclusivity

GeoElite Dealers must sell ONLY ClimateMaster geothermal products where available and must never display or in any way promote a geothermal competitor's product or brand.

Annual Renewal

A participation agreement is required for each calendar year. The 2021 program guidelines require the completion of the [GeoElite Participation Agreement](#) by each GeoElite dealer and attached to the [accompanying form](#) and submitted no later than April 30, 2021.