



THE BLUE COLLAR  
VIRTUAL TRADE SCHOOL

# HOW BEING AN HVAC TECH CAN GUARANTEE YOU A JOB

**PLUS** You can earn big bucks without spending a ton on a 4-year degree.

# LET'S SET THE RECORD STRAIGHT— A 4-YEAR DEGREE IS NOT THE ONLY WAY TO GET AHEAD IN LIFE. <

While a Bachelor's degree can be one avenue to success, it certainly isn't the only one.



40%

of students who begin four-year college programs don't complete them.



37%

of college graduates are currently doing work for which only a high school degree is required.

## THE OUTCOME OF THE “COLLEGE FOR EVERYONE MENTALITY”?

A lot of wasted time, wasted money, and stressful (may we say, crushing) student loan debt.

We have a **major shortage** of talent in the skilled trades sector. The problem is growing globally, the world is in desperate need of more skilled trades workers.



There are more skilled trades jobs open than there are people to fill them. <



Baby boomers are continuing to retire and many high schoolers are still lining up to get a 4-year degree. Despite, the growing concern over national education debt (see the stats on the last page). Over the years, fewer people have been going into the skilled trades sector which has caused a major skills gap. *What does this mean for current skilled trades workers?*

People with technical educations, are in better shape to land a job in their chosen field faster, and with a heck of a lot less debt than their 4-year college-educated counterparts.







# BEING AN HVAC/R TECHNICIAN



# HVAC/R Technician

Heating, Ventilation, Air Conditioning and Refrigeration



HVACR Techs are multi-talented folks, often becoming well versed on everything related to heating, ventilation, cooling, and refrigeration systems. These systems are incredibly essential to our everyday lives, as they control the temperature and air quality in every type of major building known to man (think of all the homes, schools, hospitals, offices, and factories in the world).





## HVAC/R TECHNICIAN <

### TYPICAL RESPONSIBILITIES:

- Install, clean, and maintain HVAC/R systems
- Install electrical components and wiring
- Inspect & test HVAC/R systems & components
- Discuss system malfunctions with customers
- Repair or replace worn or defective parts





## WHY TECHNICIANS ARE IN DEMAND:

The global shift towards Eco-friendly living means there is a growing demand for energy efficiency and pollution reduction within HVACR systems. Since repair and replacement of systems is the bulk of the job, HVAC techs can expect to see a lot of work opportunity related to retrofitting, upgrading, or replacing climate-control systems.



## SALARY AND CAREER OUTLOOK:

The average HVAC/R Technician salary in the USA is \$52,650/yr (\$27/hr). Entry level positions start at \$29,250/yr, while experienced workers can make up to \$89,505/yr. Because HVAC/R is such a diverse trade, career advancement is virtually limitless. *There are ways to get ongoing training, making it possible to increase earning potential in a short amount of time.*

And for those of you who are really ambitious, it's certainly not out of reach to start your own HVAC company—and that my friends, is where the real big bucks can be.

**\$29,250**

STARTING  
SALARY



**\$52,650**

AVERAGE  
SALARY



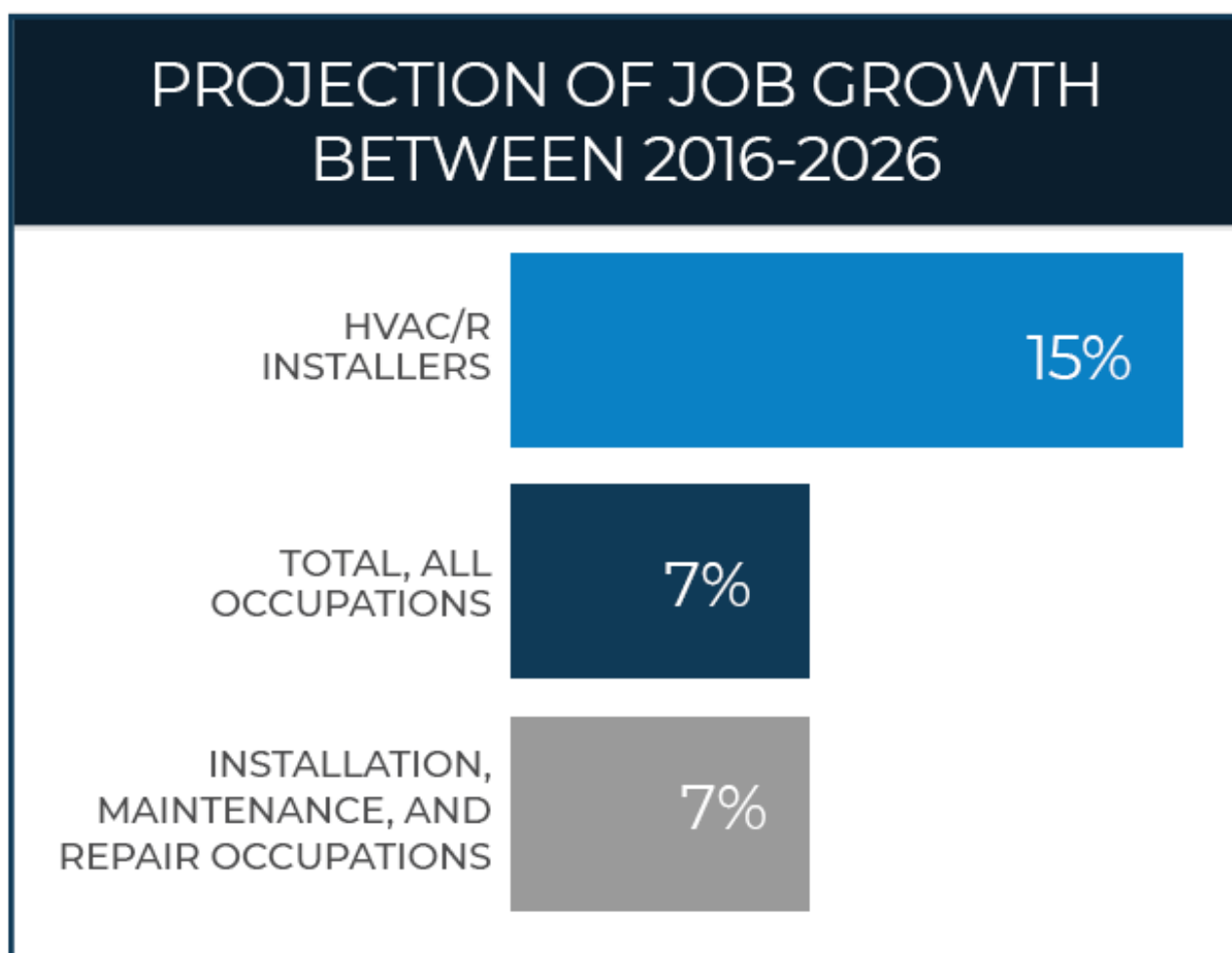
**\$89,905**

TOP RANGE  
SALARY



## CAREER GROWTH FOR HVAC/R

According to the 2017 U.S. Bureau of Labor Statistics, employment is expected to grow 15% from 2016 to 2026—that's more than double the average rate of growth for all occupations.



Source: U.S. Bureau of Labor Statistics





HOW TO GET THERE

# EDUCATIONAL PATHS



## WHAT EDUCATIONAL ROUTE SHOULD YOU TAKE TO GET A GOOD SKILLED TRADES JOB?

You have options. Here a few ways you could decide to get the education needed to grow in a lucrative skilled trades career. The following are just a few options, we certainly don't think we have all the answers. But we do know we can help. Remember that each path will have pros and cons.

### Questions you should ask yourself as you decide which path is right for you:

1. How much time do I want to sit in a traditional classroom setting?
2. How much educational debt am I ready to take on?
3. Do I feel confident that I can build connections in my industry to find an employer?
4. Am I ready to take the initiative to learn on my own?

> There is no “one size fits all” solution when it comes to your career and education. Make the decision that best fits your life.



## **PATH 1** < **HIGH SCHOOL DIPLOMA** + **THE BLUE COLLAR RECRUITER ONLINE TECHNICAL COURSES**

The Blue Collar Recruiter introduces the world's first, online, on-demand skilled trades course catalog. Using 3D simulations and video courses you can gain specialized knowledge to jumpstart your career. If you are technically inclined and motivated this could be the route for you.



High School Diploma



Gain basic foundational knowledge to prepare you for life and your career.



The Blue Collar Recruiter Online Technical Courses



Expand your technical knowledge to prepare for your trade. Focusing on your specialty allows you to make the best use of your time while also being more affordable than extended schooling.



Entry-Level Position



**PROS:** Less expensive overall, can start in the field quicker

**CONS:** Need to be highly motivated to self study and connect with potential employers

With your foundational and specialized education combined, you can start an entry-level skilled trades position where you will continue to learn on-the-job.



## PATH 2 <

A technical college degree may be the right choice for some. Consider layering in The Blue Collar Recruiter technical courses to gain more field-like experience and get better faster.

HIGH SCHOOL DIPLOMA + TECHNICAL COLLEGE DEGREE + THE BLUE COLLAR RECRUITER ONLINE TECHNICAL COURSES



High School Diploma



Gain basic foundational knowledge to prepare you for life and your career.



2-Year Technical College Degree



Classroom training combined with hands-on training for your specified trade. Best suited for those who enjoy classroom learning.



Entry-Level Position



With your foundational and specialized education, you can start an entry-level skilled trades position where you will continue to learn on-the-job.



The Blue Collar Recruiter Online Technical Courses



Get better faster in your position and move up the career ladder more quickly as you hone your skills using field-like 3D simulations.

**PROS:** Working in-person with a teacher over an extended period of time.

**CONS:** College degrees can be expensive and time consuming. You may not be able to work while completing your degree.





THE BLUE COLLAR  
VIRTUAL TRADE SCHOOL

# THE WORLD'S FIRST ONLINE, ON-DEMAND SKILLED TRADES TRAINING CATALOG FEATURING VR AND 3D SIMULATIONS.

› The Blue Collar Recruiter creates field-like, on-demand, VR-enabled learning for skilled trades. Faster than traditional learning. More diverse than on-the-job. Train whenever, wherever you are, on your timetable, on a desktop, tablet or with a VR headset, and practice as many times as you want, all through The Blue Collar Recruiter's first-of-its-kind, on-demand training catalog.

Our skilled trades course catalog will continue to grow. Visit, [skilledtrades.interplaylearning.com](https://skilledtrades.interplaylearning.com) to learn more.

THEBLUECOLLARRECRUITER.COM

# THE BLUE COLLAR RECRUITER MAKES GAINING EXPERIENCE LESS WORK

LEARN



Choose from dozens of interactive video courses led by industry experts, covering everything from applied science foundations to complex troubleshooting for AC's, furnaces, residential solar, etc.

PRACTICE



Add new skills to your toolbox with cutting-edge 3D simulations and VR-enabled troubleshooting scenarios. Access sims via desktop, laptop or VR-headset.

REPEAT



Build proficiency and muscle memory. Raise your skill level faster than your peers.

ADVANCE



Right now, you're answering to the boss, with enough training, you can be the boss.

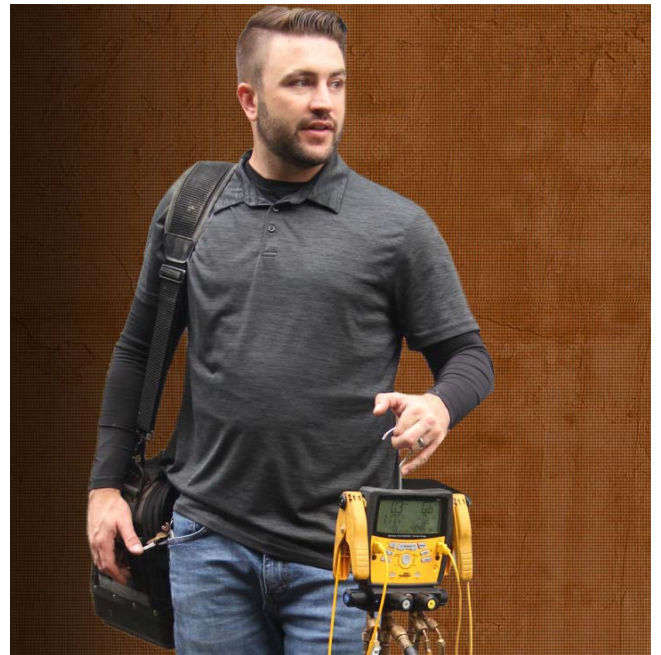


THE BLUE COLLAR  
VIRTUAL TRADE SCHOOL

# EXPERIENCE THE FUTURE OF SKILLED TRADES TRAINING.

We know that skilled trades work makes the world go around, so we believe that when the trades train better, the world works better.

SIGN UP FOR  
FREE TRIAL



➤ Looking for team training?

Email: [troy@thebluecollarrecruiter.com](mailto:troy@thebluecollarrecruiter.com)

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