



**COLLEGE TUITION IS SKYROCKETING.  
CORPORATE JOB OPPORTUNITIES  
ARE SHRINKING.**

**YET ONE INDUSTRY CONTINUES TO  
EXPAND — AND IT'S IN DESPERATE  
NEED OF SKILLED WORKERS.**

The HVAC (Heating, Ventilation & Air Conditioning) trade offers incredible job security, along with excellent starting salaries, benefits and entrepreneurial opportunities.



## **SO WHAT EXACTLY IS AN HVAC TECHNICIAN?**

HVAC technicians are skilled tradespeople responsible for designing, installing, maintaining and repairing the heating and cooling equipment that's inside nearly every home and business in America. As long as there are homes and businesses that need heating and cooling, there will be a need for HVAC technicians, making it an incredibly stable and secure profession in a changing economic and employment landscape.

## **WHAT KIND OF TECHNOLOGIES ARE INVOLVED?**

Like almost every other industry, the HVAC trade has undergone a digital transformation in recent years. Digital-savvy students get the chance to use their technology skills through virtual-reality training, working on innovative systems and using digital apps for diagnostics and repair.

## **WHAT'S THE DAY-TO-DAY WORK LIKE FOR AN HVAC TECH?**

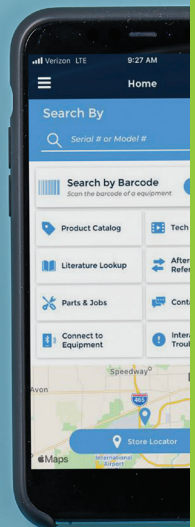
Many technicians find it incredibly rewarding to use these skills to make people comfortable in the places they live and work. They also like the variety that comes with a profession where the day-to-day routine is never quite the same. There are other opportunities within the industry as well, from marketing and sales to operation and even ownership, making it a great trade that's open to young adults of all education levels.





\$47K/YEAR\*

2018 MEDIAN SALARY FOR HVAC TECHNICIANS  
TOP 10 PERCENT OF WORKERS EARNED OVER \$76K/YEAR



# HOW MUCH CAN MY CHILD EARN AS AN HVAC TECH?

In 2018, the median salary for HVAC technicians was \$47K/year and the top 10 percent of workers earned over \$76K/year without taking on college debt.\* Most companies also offer great benefits – even to entry-level technicians – such as paid vacation, healthcare and 401(k).

## WHAT KIND OF TRAINING IS REQUIRED?

Due to the current technician shortage, many companies will pay for qualified applicants to learn on the job. Some offer scholarships for students to attend a technical college where they'll learn the skills they need in as little as 12 months.

## THIS ALL SOUNDS PRETTY GOOD. WHAT'S THE NEXT STEP?

Visit **ThisisHVAC.com** to learn more about the HVAC profession. There you will have the opportunity to connect with a local HVAC dealer who can talk to your child and answer any questions you may have. We would be honored to talk about our profession.

\* <https://www.bls.gov/ooh/installation-maintenance-and-repair/heating-air-conditioning-and-refrigeration-mechanics-and-installers.htm#tab-5>  
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# TAKE LIFE BY THE HANDS

Empowering your child to find  
a successful and rewarding career  
in the HVAC profession



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