

# Review for Georgia HVAC License Exam

## Course Outline

1. Tips on taking the exam
2. Basic math skills
3. How to prepare for the exam
4. Topics to be prepared for
5. Review of Codes involved
7. Materials allowed in the exam (book list)
6. Regulations, Laws, and Administrative Functions
  - Comply with Laws
  - Comply with Regulations
  - Comply with Administrative Requirements
7. System Design
  - Space-load requirements (Btu gain-loss)
    - a. residential
    - b. commercial
  - Airflow requirements
  - Select equipment
  - Type, size, and location of registers
  - Location for interior and exterior equipment
  - Size, type, and routing of duct system
  - Flue size, type
  - Select duct construction
  - Location and size of air intake
  - Thermostat location
  - Size of electrical service
  - Structural evaluation
  - Layout and size of refrigerant piping
  - Location of condensate drain
  - Size and routing of fuel piping (oil, natural gas, LP gas)
  - Estimate job costs and prepare job proposal/contract
8. Installation
  - Equipment
  - Duct System
  - Flue Venting
  - Gas Piping and Tubing
  - Refrigerant Piping, Tubing, and Accessories
  - Condensate Piping, Tubing, and Accessories
  - Electrical Control Systems
  - Place System in Operation
9. Maintain and Repair System
  - General
  - Electrical

# Instructor

## Randy Martin

Randy Martin understands the real world problems facing today's HVAC contractor. His 25+ years experience, education, various seminars, and infield consulting have earned him a reputation as a leader in the HVAC industry.

Randy grew up in a construction family and still carries that experience with him in his daily work. He spent 5 years in the insurance industry and then returned to the construction field as an HVAC application engineer, HVAC territory sales manager (representing Carrier and Lennox), HVAC company general manager, HVAC company owner and operator where design build projects were his favorite line of business.

Randy earned his Bachelor of Science degree in 1986 from the University of Georgia and his HVAC contractor's license in 1995. In 1996, he served as the President of the Southeastern Electrification Council Advisory committee for HVAC and liaison to the State Board of Licensing Division. For several years he has taught various continuing education classes across the State of Georgia including Manual J, Manual D and Licensing Review courses.

Currently, Randy is President of Martin Enterprises, Inc. where he travels across the country, primarily the Southeastern US, consulting with HVAC and Plumbing contractors and presenting seminars to associations and distributors. Working closely with David Holt of Ultimate Service, Inc., Randy presents a series of seminars designed to help contractors successfully implement "quoted service pricing" and "quoted replacement pricing" systems. These seminars include "*How To Finally Get Paid What You're Really Worth*", "*Delivering Ultimate Service*", "*Ultimate Maintenance Agreements*", "*Ultimate System Selling*" and "*Unlimited HVAC Referrals*". He also presents various programs such as *Prescription Without Diagnosis Is Malpractice, You Control Your Destiny, Seeing Yourself Through Your Customer's Eyes, & We're All In The Same Boat.*, "Quality Replacement Pricing" (a best-better-good replacement sales menu pricing system), "Quality Service Pricing" (a flat rate repair pricing and software program for Profit Strategies, Inc.), "Homeowner Referral Program"(a referral generation support system).

Randy and his wife Terri reside in Irwin County, Georgia and have 4 children and 2 grandchildren. When they're not on the road working or visiting the grandchildren, they enjoy cooking and rocking on the front porch.