TAKE A LOOK AT YOUR FUTURE

Remember those clunky VCR tape cassettes we used to use before we had DVRs? They were state of the art for a couple of years. Would you consider going to work at a company that made VCR machines or cassettes? The answer is "No," of course, and the reason is that there is no future in it. Shouldn't you go to work for a company in a field that is growing? Most importantly, shouldn't you enter a field where there are tons of jobs, and not enough technicians to fill them?

According to Michael Cassity, writing in the Air Conditioning, Refrigeration, Heating News:

> *Even the most conservative estimates put the current shortage of HVACR technicians at 20,000, and this number says nothing of the shortage of qualified HVACR technicians. This massive shortage, which has plagued contractors for several years, is only projected to get worse in the future.*[1]

Mr. Cassity knows what he's talking about. He is the president of HVAC Growth Strategies, a consulting firm for HVAC contractors, and a former HVAC contractor.

Another good source of information is the Occupational Outlook Handbook, published each year by the U.S. Department of Labor. According to the Handbook, the median pay for Heating, Air Conditioning, and Refrigeration Mechanics and Installers:

> *The median annual wage for heating, air conditioning, and refrigeration mechanics and installers was $43,640 in May 2012.*[2]

[1] Air Conditioning, Refrigeration, Heating News, Nov. 17, 2014, http://www.achrnews.com/articles/128114-solving-the-hvacr-technician-shortage

[2] DOL/BLS Occupational Outlook Handbook, published 2014, http://www.bls.gov/ooh/installation-maintenance-and-repair/heating-air-conditioning-and-refrigeration-mechanics-and-installers.htm

The Job outlook for HVACR Techs says:

> *Employment of heating, air conditioning, and refrigeration mechanics and installers is projected to grow 21 percent from 2012 to 2022, faster than the average for all occupations. Candidates familiar with computers and electronics and those with good troubleshooting skills will have the best job opportunities as employers continue to have difficulty finding qualified technicians to work on complex new systems.*[3]

Where are the good jobs? HVACR! Go to where the good jobs are, both now and for the future - ***your*** future.

If you choose Bay State as your training provider, you can choose from a variety of solid career choice options. In our Major Appliance/Basic Electricity course, you'll learn about electricity as it's applied to major appliances using a course-supplied multi-meter and the latest multi-media teaching/learning equipment. You'll learn how to read a wiring diagram/schematic and use it to diagnose electrical problems. You will work with real washers, gas and electric dryers, dishwashers, microwave ovens, compactors, disposals and gas and electric ranges to diagnose and repair problems.

Bay State's Domestic Refrigeration/Air Conditioning course covers the basics of refrigeration theory in terms of home refrigerators and air conditioners, freezers and de-humidifiers. You will learn about all the major components in refrigeration products and how to diagnose problems using schematic diagrams and course-supplied compound gauges. In addition we will prepare you for EPA 608 (commonly known as Freon Recovery) and PSA on-site testing and certification.

Commercial HVACR will immerse you in the basics of larger refrigeration and cooling units, ductless split systems, electronic controls, ice machines, heat pump systems, and more. You will sharpen your skills from Domestic Refrigeration to diagnose and repair larger refrigeration systems using

[3] DOL/BLS Occupational Outlook Handbook, published 2014, http://www.bls.gov/ooh/installation-maintenance-and-repair/heating-air-conditioning-and-refrigeration-mechanics-and-installers.htm

diagrams, gauges, recovery equipment and brazing skills. This program also provides you with 100 hours of Massachusetts Refrigeration Code and 150 hours of Massachusetts Electrical Codes, both of which are required to qualify for a commercial Refrigeration Technician along with other requirements.

In our Electronics Technician program, you'll be able to work with circuits, transistors, and computer and networking components as well as other Electronic devices in order to prepare you for a wide variety of jobs related to Electronics. You'll also be prepped to take the Industry Standard ISCET Certification test to be industry certified.

Your Bay State Tech training will teach you how to go from having a job to having a career. We can teach you to have a productive and rewarding life working as a technician in the Electronics, Major Appliance, or HVACR field. And, again, the best part is that there is **NO PRIOR EXPERIENCE REQUIRED!**

Day and evening classes start in January, so now is the time to do the research and prep work to set your new career path. Call our Admissions Office at 888-828-3434 today to arrange a visit to our Canton campus. When you visit, you'll be able to:

- Meet with an Admissions Representative and tour the school
- Learn about the available career paths and courses
- Sit in on a live class when classes are in session
- Speak with actual students
- Visit Student Services to see how we help our students start their new careers
- Stop by Financial Aid to see if Federal Student Aid is the way for you to go.
- Get all your questions answered.

Call Bay State at 888-828-3434 to make that first step. Ask for a brochure, and schedule a time to come to the school this week.

Bay State School of Technology is licensed by the Commonwealth of Massachusetts, and accredited by the Accrediting Commission of Career Schools and Colleges, and is approved for Veteran's Training by the Veteran's Administration.

For more information on our courses, please visit our website at:

http://www.baystatetech.org

or call us at 888-828-3434 for more information today.

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