

## New NABCEP Certificants

Once again a record number of individuals took the NABCEP certification exams on March 26th.

**We are pleased to congratulate the 384 individuals** that passed their exam and welcome them to the growing ranks of people who have truly distinguished themselves by attaining one or more of the certifications that we offer.



Don't miss the great selection of NABCEP branded items that are now available at our online store. Visit the [store](#) and select from pens, hats, shirts, and warm layers.

## Deadline Nears for PV Technical Sales Exam

The clock is ticking toward the application deadline for the July administration of the PV Technical Sales Exam. We are pleased by the interest that is being generated by our newest certification; it is quickly establishing itself as the "companion piece" to the PV Installer Certification. This makes perfect sense from our perspective; the job must be sold right in order for the installer to do their work in a way that will offer long-term customer satisfaction. Organizations that can say the entire sales and installation process is handled by NABCEP certified personnel offer their customers the industries most recognized form of quality assurance.

In the inaugural round of PV Technical Sales Certification exam, almost half the successful candidates already held the PV Installer Certification. This came as no big surprise to us here at NABCEP, as we are well aware of our certificants' commitment to excellence and their high degree of motivation and training. I want to remind our Certified Installers and Emeritus Installers--your certification qualifies you to sit for the exam. All you need to document when you apply is a ten-hour OSHA certificate. For those of you who are taking OSHA courses that end after the application deadline but before the beginning of June, we will accept and hold your application pending receipt of the OSHA certificate.

The deadline for applications is **May 6, 2011** for the exams which will be offered from July 15-30, 2011. Please try to apply at least one week before the deadline to help avoid the dreaded "staff overwhelm" that is an intrinsic part of last minute application submission. Go to our [website](#) now to begin your application.

**Apply Now**

PV Technical Sales Exam

Application Deadline is

**May 6**

## Faces of Nabcep Expands

NABCEP has been compiling a series of interviews with certificants asking each of them why they chose to become certified, what it has meant to their career and general questions about what they do and how they got involved in the renewable energy industry. The results of these interviews is a growing collection of profiles called "Faces of NABCEP." If you are a NABCEP Certificant who is interested in

being interviewed for this series, please send an email to [info@nabcep.org](mailto:info@nabcep.org) with the subject line "Faces of NABCEP."

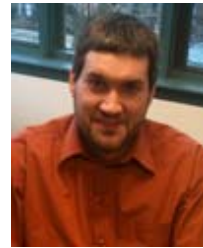
We are interested in expanding the profiles to include customers. In brief, we want to hear in their own words

why they chose a NABCEP Certified Installer or Sales Professional, how they found the experience of working with them, if and why certification is meaningful to them. If you have any customers who would be willing to be interviewed please let us know by sending an email that includes your name and contact information, along with theirs, to [info@nabcep.org](mailto:info@nabcep.org) with the subject line "Customers of NABCEP."



## New People at NABCEP

NABCEP continues to grow its staff to keep up with the growth of our organization. This month we are very pleased to welcome **Richard Lawrence** as our new director of operations. He brings many years in the advocacy and education side of the solar industry and has the welcome perspective of having been on the "other side of the fence" when he was involved in delivering the NABCEP Entry Level Exam at Cape Cod Community College and Hudson Valley Community College.



We are also pleased to welcome **Kristine Reynolds** to our team. She is our "point person" for all certification applications. NABCEP no longer outsources the review of applications to our testing contractor and instead we handle all application-related activities with our own personnel. This change will result in a significantly more satisfactory customer experience.



## Surveys to Note

### Department of Labor O\*NET Solar Engineer Classification

The North American Board of Certified Energy Practitioners (NABCEP) has been asked by the U.S. Department of Labor to assist in identifying solar energy systems engineers who may be asked to complete brief, objective questionnaires about the tasks, work context, and knowledge requirements of their occupation. RTI International, under contract with the U.S. Department of Labor, is asking for help to populate the O\*NET database with essential data about solar energy systems engineers that is valid, reliable, and current and are looking for qualified NABCEP certificants to volunteer to assist in the project.

If you have at least five years experience as a practicing or supervising solar energy systems engineer and are still performing in the occupation, they would like you to volunteer to take part in their survey -- yes another survey. Qualified volunteers will be asked to complete questionnaires about tasks, required areas of knowledge, and working conditions.

If you do participate, responses will be kept confidential and will allow individuals of NABCEP to have a voice on how their occupation is presented to the American public. Contact Chris Fine at RTI/O\*NET if you are willing to provide input for these projects. Send him an email at [cfine@onet.rti.org](mailto:cfine@onet.rti.org) with the subject line "NABCEP Solar Engineer" along with your: name, title, address, city, state, ZIP code, day time phone number, and solar energy systems engineer area specialty. You may also reach Chris by phone at 877-233-7348, x112.

### **SEIA/GTM Market Research**

Also on the subject of research and polling, last year GTM Research contacted NABCEP and asked us to circulate an invitation to our mailing list asking for volunteers to participate in a SEIA-funded market study. In the last quarter the research firm added a question about what credentials the respondents had -- 53% of the individuals who provided data to GTM were NABCEP certificants. Not surprisingly, they would like NABCEP to recirculate their request for input for the next round of their research. If you responded to the last survey, you are on their mailing list and they will be contacting you directly.

NABCEP is pleased to announce that it has been successful in negotiating a 15% discount on the market data report that will be generated from the current survey. Visit [www.gtmresearch.com/survey](http://www.gtmresearch.com/survey) to take part. The closing date for this round of the survey is April 29, 2011. All NABCEP certificants who participate before April 29th will be sent a discount code by GTM.

### **Company Accreditation**

In response to a growing number of requests from companies who wish to become recognized by NABCEP for their commitment to excellence, we have been working on a Company Accreditation Program. We recently issued a press release about the progress to date, which can be found on our website. We will be beginning the all-important stage of getting stakeholder input and most assuredly want to hear from as many of our certificants and general interest stakeholders as possible. To that end we are asking those who are willing to take part in the online validation survey that will be issued later this spring to send a note to [info@nabcep.org](mailto:info@nabcep.org) with the subject line: Company Accreditation.