



## Navigating A Changing HVAC Business and Legislative Environment Due to Coronavirus

As state and local governments begin to close down businesses and require people to stay home, ACCA has been working to ensure HVAC businesses are deemed essential. Thanks to our early efforts, and with contractors across the country taking action, we have been successful.

This video highlights the steps taken thus far to protect contractors during these uncertain times. [Watch the video](#)



## State-by-State Public Health Resource Guide

In a few short weeks, the COVID-19 outbreak has spread into a worldwide pandemic that is rapidly spreading in the United States. Information is changing very quickly and it is important to be connected with state and local resources to stay up-to-date on how coronavirus is affecting your area. [Read more](#)



## Low Interest or Forgiveness - Which SBA Loan Program is Right for You?

The Small Business Administration (SBA) is offering a variety of loan options to the majority of small businesses (500 or fewer employees) and non-profits that have been adversely affected by the coronavirus. Businesses in all 50 states and the District of Columbia are eligible. [Read more \(ACCA member only access\)](#)



## Department of Labor Releases Guidance on Sick Leave and Extended FML

On March 24, 2020 the Department of Labor (DOL) Wage and Hour division released the first round of guidance for the Families First Coronavirus Response Act (FFCRA). It explains how the law, which goes into effect on April 1, 2020, will affect employers and employees. [Read more \(ACCA member only access\)](#)

## UPCOMING WEBCASTS

### **Fundamentals and How To's: Sales Specialist Academy: "10 Steps of a Sales Champion" Presented by: Blue Collar Success Group**

Learn our 10 step process of a sales champion, designed to help you close more replacement sales and big ticket items.

The Blue Collar Success Group is providing a 4-hour LIVE and interactive training session with content pulled from their full 3-day Professional Technician and Sales Specialist Academies beginning Monday 3/30 and Tuesday 3/31, they will train specific salesperson content (same content both days live) with two different start times as well.

This training is 100% FREE and there are ZERO sales pitches or offers. Just, nitty gritty value, strategies and

immediate tactics to help you. Upon registration you will be emailed the workbook and links to attend the live training.

**Monday, March 30, 2020 | 7:00 am – 11:00 am PDT / 10:00 am – 2:00 pm EDT**

**Tuesday, March 31, 2020 | 5:00 am – 9:00 am PDT / 8:00 am – 12:00 pm EDT**

[Register Here](#)

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ACCA Association, Inc. | 2800 Shirlington Road, Suite 300 | Arlington, VA 22206 | 703-575-4477

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