



Discover Free Tools to Start, Build, and Grow Your Weatherization Business



Weatherization contractors make homes safer, healthier, and more comfortable. You help families save money, protect their homes in every season, and create real opportunities for your business.

You deserve tools that match the importance of your work. That is why Green Workforce Connect created a full set of free resources made for contractors like you. These tools help you understand how the Weatherization Assistance Program (WAP) works, show you what programs expect, and guide you as you build a strong and trusted business.

Weatherization is more than a job. It is a path to steady work, long-term contracts, and a future where your skills and leadership continue to grow. These resources were built to help you take that next step with clarity, confidence, and support.

These free tools help you build a powerful future in weatherization.

MEET YOUR CONTRACTOR RESOURCES



The contractor resources on Green Workforce Connect were created to help you learn about the Weatherization Assistance Program from a contractor perspective, understand what programs look for in contractors, and strengthen your business as you grow. Each tool was designed to support you in every stage of your work.

These resources can help you:

- **Start or strengthen your contracting business**
- **Learn how weatherization works**
- **Understand what programs expect from contractors**
- **Prepare for training and certifications**
- **Build good systems for daily work**
- **Plan for long-term growth**

All the tools you see here were created for contractors and are free for you to use at any time. You can explore them online whenever you need help, ideas, or a clear path forward.

There are two main types of tools:

1. **The Contractor Guide** gives you a clear and complete introduction to weatherization work, the skills and tools you need, and the business steps that can help you succeed in the Weatherization Assistance Program.
2. **The Business Development Tools** help you build the business side of your company, support your team, and prepare for new opportunities.

These resources were made to support your work, save you time, and help you grow with confidence.

THE CONTRACTOR GUIDE:

WHAT YOU WILL FIND INSIDE



The Contractor Guide gives you a clear picture of what it takes to work in the Weatherization Assistance Program and how to prepare for success. It explains each step in plain terms, so you know what to expect and how to proceed with confidence.

Inside the guide, you will learn about:



Starting Your Business

Information about the work of Weatherization Assistance Program contractors, the benefits, common measures, tools and costs, training needs, and paths to grow in the field.



Preparing for the Weatherization Assistance Program

Ways to prepare for weatherization work, from registering your business and organizing your finances to getting the right training, certifications, tools, and suppliers.



Applying to Work in the Weatherization Assistance Program

What programs often look for in contractors, what documents are commonly required, and how the application process usually works.



Doing the Work

An overview of the business side of weatherization, including good business practices, managing money and paperwork, training your team, using tools to stay organized, and keeping high-quality standards.



Growing Your Business

Ideas for preparing your business for growth, improving your systems, exploring new weatherization services, and expanding into other home improvement work.

Be sure to check out these free tools in the guide!

- A comprehensive weatherization tools & equipment list
- Sample job descriptions for all weatherization positions
- Training/certifications list
- Quality assurance standards

EXTRA TOOLS TO HELP YOU GROW YOUR BUSINESS



Weatherization contractors do important work, and you deserve strong tools to help your business grow. Green Workforce Connect offers practical resources that can help you confidently plan, organize, hire, manage your finances, and build a company that is ready for more opportunities. Here are some of the resources you will find:

10 Steps to Become a Weatherization Contractor

A simple checklist that shows you the first steps to start or strengthen your business.

Home Performance Contractor Business Plan

A guide and sample plan that helps you map out your goals, plan your services, and understand what it will cost to run your business.

Financial Planning Tools

These tools help you understand and manage the financial side of your business.

You will find:

- A proforma financial statement to estimate income, costs, and profit.
- A budget worksheet to plan your spending and track expenses.
- A chart of accounts to organize how you record income and business costs.

Guide to Financing for New Contractors

A guide that explains ways to fund your business and find financial support.

Employee Handbook Tools

Guides and templates that help you build a clear employee handbook with expectations, policies, and a positive work culture. You can customize the sample handbook to fit your company.

Guide to Onboarding Installers

A short guide to help you welcome new workers, teach them the basics, and prepare them for success in the job.

Guide to Insurance for Your Energy Company

Information on the types of insurance you need to protect your business, workers, and customers.

Guide to Customer Relationship Management (CRM) Systems

A short guide that explains how a CRM can help you track customers, manage jobs, stay organized, and deliver consistent service.

MORE SUPPORT

Green Workforce Connect offers tools to help you learn about weatherization, explore training, and connect with programs and employers. Here are some of the additional resources you will find:



Weatherization Career Information

Learn what weatherization work involves and explore the different roles you can grow into. You can see the skills each job requires and find out what training can help you move forward.

Contractor Resources on Green Workforce Connect, an IREC Initiative

These contractor resources were created by the Interstate Renewable Energy Council (IREC), a national nonprofit that builds the foundation for the rapid adoption of clean energy and energy efficiency to benefit people, the economy, and our planet.

IREC leads the **Green Workforce Connect**, a national workforce platform that helps hire a new generation of home energy professionals and contractors for a rapidly expanding energy industry sector. Visit Green Workforce Connect to explore these tools and find more information.



www.greenworkforceconnect.org

Training and Certification Information

Find programs in your area that offer weatherization training, including building science, safety, and hands-on skills. You can also learn about important certifications and how to earn them.

Program Contact Information

Use the site to find Weatherization Assistance Program providers near you. This helps you learn who to contact about contractor opportunities, applications, and training.

Job Exploration and Career Pathways

See how workers move through different roles in the weatherization field. This tool can help you plan your next step and understand how your skills can grow over time.

Videos, Stories, and Spotlights

Hear from workers and contractors who are already in the field. Their stories can help you understand the work, see real job examples, and learn what success looks like in weatherization.

Resources for Workers and Job Seekers

Explore tools that help new workers prepare for the field. These include information on what to expect on a jobsite, how to prepare for training, and how to start a career in home energy work.

Community and Partner Connections

Learn about organizations that support weatherization, workforce development, and training. These connections can help you find more support as you build your business or career.



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