How to Create Customized Sales Worksheets
Become part of the Solution Center

www.basc.energy.gov

In order to create customized worksheets you must register to the Solution Center:

- Create Field Kits
- Create Point-of-Sale Fact Sheets and Training Materials
- Access saved and created content from your mobile device
- Provide feedback on content
Click Create or View All to access the worksheet forms
Creating Sales Worksheets

Each Sales Tool contains the following general information:

- **Title** (name you want to appear at the top of the worksheet)
- **Sales Tool version** (predetermined or customized)
- **Body** (description that appears at the top of the worksheet)
- **Company info** (name, logo, address, phone, URL)
Add your custom sales themes:

- Hold “Ctrl” scroll and click measures in the list.
- Once you are done, click the green “+” icon to move them to your selected options box.
- Click Save at the bottom of the form to save your selections and generate your Sales Tool.
Once you save your form:
- Find your saved files under My Sales Worksheets
- Print/download
- Add to Field Kits
- Edit
Foundation Floor Water Barrier

Foundation floor water barriers help drain water away from under the slab. What this means to you is peace-of-mind knowing your home has a comprehensive set of measures that minimize the risk of water damage in your basement. Wouldn’t you agree every home should have full water protection?

High-Efficiency Advanced Framing

High-Efficiency Advanced Framing reduces the heat loss and gain through structural framing. What this means to you is less wasted energy along with enhanced comfort and quiet. Knowing there is one opportunity during construction to look in quality construction, wouldn’t you agree advanced thermal protection is a great investment?
Choose the “predetermined” option to download one of six worksheets based on ZERH value propositions:

- Advanced Technology
- Engineered Comfort
- Enhanced Durability
- Healthful Environment
- Quality Built
- Ultra Efficient
Sales Binder in Field Kits

Building America Solution Center

Sales Binder: Zero Energy Ready Home Project Specs

Sales Messages

High-R Window
High-efficiency ENERGY STAR-rated windows perform at least 15% better than a standard window. Ultra-efficient windows perform at least 50% better. On average, high-efficiency windows save homeowners 7% to 15% on utility bills. These windows use a combination of insulating frames and other features to reduce heat loss. They consist of two or three glass panes separated by insulating spacers. The space between the glass layers is filled with a nontoxic gas like argon or krypton that insulates better than air and the glass panes are coated with a nearly invisible low-emissivity coating that reflects heat to keep warm air in during the winter and hot sun out in summer. The coatings also help to block ultraviolet rays, minimizing fading of curtains and furniture.

High-R Insulation
High-performance insulation systems include properly installed insulation in amounts that meets or exceeds the insulation levels required by the 2012 International Energy Conservation Code (IECC), which is ~15% more efficient than the 2009 IECC. Ultra-efficient insulation levels exceed the 2009 IECC levels by 50% or more. By using high-efficiency and ultra-efficient insulation, that is carefully installed to avoid gaps and compression, home builders create well-insulated conditioned spaces that require very little effort to heat and cool, provide even comfort throughout the house, and help occupants reduce costs.

Fully Aligned Air Barriers
A whole-house draft barrier is a continuously connected layer of solid or air-tight materials that block air leaks. This barrier can also function as part of a water barrier, thermal barrier, and vapor barrier, if the location and materials are compatible. For example, rigid foam insulation can provide a combined function. Rigid foam sheets can be used to block air flow when seams are sealed with tape, caulks or adhesives, or liquid applied sealants. An example of an interior air barrier may be the drywall on the home’s walls and ceilings, when the seams are taped and mudded, and caulk, spray foam, or gaskets are used to seal around wiring, plumbing, and other penetrations. Insulation should be in full contact with the air barrier layer.

Exterior Insulation Sheathing
A continuous thermal blanket of rigid foam can be installed on the exterior of the walls, either over the plywood or OSB sheathing or in place of the wood sheathing. Adding sheets of rigid foam insulation to the outside of wall framing has many advantages. The rigid foam covers the entire surface of the wall or roof, which blocks the transfer of heat through the studs. When only cavity insulation is used, the studs form a bridge that heat can follow between inside the house and the exterior. As a form of insulation, rigid foam is a great addition to the thermal barrier, but it can also help block air leaks, water leaks, and vapor leaks.
Field Kits

Portland Project 1

Guides
- Ceilings
  Guide describing how to air seal and insulate a ceiling.
- Application of Spray Foam Insulation Under Plywood and OSB Roof Sheathing
  Guide describing a method for insulating an unvented attic by spraying foam insulation along the underside of the roof deck.

Videos
- Anti-Freezer: Solar Hot Water
- Backdraft Dampers

Sales Messages
- Fully Aligned Air Barriers
  A whole-house draft barrier is a continuously connected layer of solid or air-tight materials that block air leaks. This barrier can also function as part of a water barrier, thermal barrier, and vapor barrier, if the location and materials are compatible. For example, rigid foam insulation can provide a combined function. Rigid foam sheets can be used to block air flow when seams are sealed with tape, caulks or adhesives, or liquid applied sealants. An example of an interior air barrier may be the drywall on the home’s walls and ceilings, when the seams are taped and mudded, and caulk, spray foam, or gaskets are used to seal around wiring, plumbing, and other penetrations. Insulation should be in full contact with the air barrier layer.

Easily access all your saved content:
- CAD files
- Images
- Guides
- Information Guides
- Videos
- Case Studies
- Sales Messages
Access your Building America Field Kits remotely using the new “Solutions” mobile application for Android and iOS. Access the iOS app through the Apple store, and use the link below for the Android app.

- Access media
- Access guides
- Access Field Kits for specific construction projects

https://basc.energy.gov/solutions

Field kits can also be accessed from computers
Building America Solution Center Website

www.basc.energy.gov