



True Market Solutions

TMS Standard Curriculum Agendas



Circle Session 1: Sustainable Value

8:00	Breakfast
8:15	Overview, Introductions, Agenda
8:35	'Green in the News'
8:45	Sustainable Value: Action Planning Intro
10:15	Break
10:30	Sustainable value – Small Group Exercise
11:15	Building Your Business Case
12:00	Lunch
12:15	Host Presentation and Tour
1:00	Energy Management Roadmap
2:45	Behavior: Building Your Team
3:15	Action Planning: Big Picture
4:00	Brief Evaluation; Depart at 4:00

Success Work:

- Share Big Picture exercise with colleagues
- Receive ESPM account & share energy data
- Do sustainability definition exercise (example in session)
- Initiate Customized Business Case

Circle Session 2: Energy Efficiency and Branding

8:15	Breakfast
8:30	Agenda, Updates, Homework Updates
8:50	'Green in the News'
9:00	Energy Efficiency: Lighting and Controls
10:30	Break
10:45	On-site Lighting Walk Through
11:45	Utility Programs and Incentives: Part I
12:15	Lunch & Host Presentation
12:45	Utility Programs and Incentives: Part II
1:15	Communications and Branding for Sustainability
3:00	Behavior: Gaining Management Buy-in
3:30	Action Planning: Brainstorming Your Plan
4:20	Brief Evaluation; Depart at 4:30

Success Work:

- Do Branding exercise
- Do lighting survey walk through
- Develop your Management Buy-in Plan
- Receive Action Plan Template and Do Action Plan brainstorming with Company Team
- Start to consider Utility Programs & Incentives for your Action Plan

Circle Session 3: HVAC and Waste Reduction

8:15	Breakfast
8:30	Agenda and Updates
8:50	'Green in the News'
9:00	Energy Efficiency: HVAC (Building Envelope Framework if applicable)
10:30	Break
10:45	HVAC Walkthrough
11:30	Utility Programs and Incentives: Application to Action Planning
12:15	Lunch
12:45	Host Presentation and Tour
1:30	Waste Prevention and Recycling
2:30	Behavior: Managing Individual & Organizational Behavior Change
3:30	Action Planning: Moonshot Goal-Setting
4:20	Brief Evaluation; Depart at 4:30

Success Work:

- If applicable, Do HVAC walk through/Audit
- Prioritize 3 actions on Waste Reduction with your Team
- Prioritize at least 3 actions with Team to help bring about key initiatives
- Moonshot Goal-Setting with Company Team

Circle Session 4: Metrics, Water, and Office Measures

8:15	Breakfast
8:30	Agenda and Updates
8:50	'Green in the News'
9:00	Water, Watershed, and Wastewater
10:30	Break
10:45	Office Measures (incl. IT & Plug Load)
12:15	Lunch
12:45	Host Presentation and Tour
1:15	Importance of Metrics: Evaluation, Measurement, and Validation
2:30	Behavior: Getting Employee Participation
3:30	Action Planning: Risk Management
4:20	Brief Evaluation; Depart at 4:30

Success Work:

- Plug Load Survey/Treasure Hunt Exercise
- Do Office Measures checklist
- Discuss Key Metrics with your Team
- Form at least 3 priority actions related to employee participation & communications planning
- Discuss Action Plan Risk Avoidance/Management priorities with your Team

Circle Session 5: Climate Change, Renewable Energy, and the Supply Chain

8:15	Breakfast
8:30	Agenda and Updates
8:50	'Green in the News'
9:00	Climate Change and the Business Interface
10:30	Break
10:45	Renewable Energy
12:15	Lunch
12:45	Host Presentation and Tour
1:15	Responsible Procurement: Supply Chain and EPP
3:00	Behavior: Action Planning Benefits & Barriers
3:30	Action Planning: Building Your Operational Plan: Technical, Financial, and Social
4:20	Brief Evaluation; Depart at 4:30

Success Work:

- Finalize your Sustainability Action Plan
- Put together your Sustainability Action Plan presentation
- Make sure key stakeholders invited to Final presentation

Circle Session 6: Presentations and Celebration

8:15	Breakfast
8:30	Welcome. Tee-up for Presentations
8:50	'Green in the News'
9:00	Action Plan: Presentation 1
9:35	Action Plan: Presentation 2
10:10	Action Plan: Presentation 3
11:45	Break
11:00	Action Plan: Presentation 4
11:35	Action Plan: Presentation 5
12:10	Lunch

1:00	Action Plan: Presentation 6
1:40	Action Plan: Presentation 7
2:15	Action Plan: Presentation 8
2:50	Break
3:05	Action Plan: Presentation 9
3:40	Action Plan: Presentation 10
4:15	Concluding Comments
4:30	Adjourn to Celebration