

# Carl Ippoliti & Michael Culp

## *Carrier/Bryant/Peirce-Phelps & Mitsubishi Electric*

Carl worked in HVAC for 52 years, 33 years for Peirce Phelps Inc. currently as Director Carrier/Bryant Residential Sales/Marketing, Peirce Phelps, Inc. from credit, plan & spec, Territory Manager and Dealer Development and 19 years in a family heating, airconditioning and oil business. People would say Carl is intense, proactive and aggressive in driving to reach goals. Strongly, innovative and original, and if implemented, he can change an organization.

Michael has been a prominent fixture in the HVAC industry over 10 years. He currently serves as an HVAC Product Manager for Peirce Phelps Inc., overseeing Mitsubishi Electric, and several other manufacturers. Michael's family history in percussion traces back the Civil War where his Great-great Grandfather served as a drummer-boy for the Union Army. At one time, Michael would have been seen playing and instructing for the Baltimore Ravens Drumline. He currently has endorsement contracts with several percussion manufacturers including Bosphorus Cymbals and Pork Pie Percussion. Michael uses his percussion abilities to enhance Carl's already intense production called "Be Better!"



## **Be Better – Elevate your business, skills, and mindset.**

This powerful presentation will share practices to help you:

- Build stronger connections
- Unlock your full potential
- Discover the habits that make you unstoppable—in business and in life