



**Media contact:**  
Sherii Farmer,  
account manager, consumer  
services  
Phone: 316.261.6875  
Sherii.c.farmer@WestarEnergy.com

---

## **WESTAR ENERGY HELPING REAL ESTATE AGENTS GO GREEN**

### **Energy Efficiency department offers green certification program for realtors in Salina area.**

SALINA, Kan., Oct.27, 2009 — Westar Energy’s EfficiencyWorks program is offering Salina real estate agents the opportunity to learn more about “green” real estate at a class from 8:30 a.m. to 12:30 p.m. Thursday at the Westar Energy offices at 1001 Edison Place. The program provides agents a more detailed understanding of what constitutes an energy efficient home and how to market its benefits. The four-hour continuing education course teaches realtors what to look for when buying or selling an existing residential property in terms of its energy efficiency. Information about Salina’s participation in the current Take Charge Challenge energy-savings competition will also be discussed.

“The more understanding they have about how insulation, windows, building materials and heating and cooling equipment affect a home’s energy use, the better agents will be able to serve their efficiency-minded clients,” said Sherii Farmer, account manager, consumer services. “More people are paying attention to the energy efficient qualities needed in a home. The benefits to buying green include a healthier home, lower energy bills and the knowledge that you’re benefiting the environment.”

Ninety-one percent of people buying a home today say they favor an energy efficient home over one that doesn't have energy efficient features and is two to three percent cheaper, according to the National Home Builders Association Consumer Preference Survey.

Real estate agents, recognizing that there is an increasing market for "green" real estate, are taking courses to learn more about home building and remodeling efforts that can increase energy efficiency, indoor air quality, and water efficiency. In the process, they're gaining credentials as certified green agents.

Real estate agents receive four continuing education units (CEU) for renewing their licensing requirements. The cost for the course is \$55 and registration forms are available on the Westar Energy Web site under Energy Efficiency or by calling 1.888.WORKS.50.

"We are really excited to offer this opportunity for real estate agents, especially in Salina, as the community continues participating in the Take Charge Challenge to reduce energy use. It's another audience we can provide our energy efficiency message to, and they gain additional experience to benefit them in their career," said Farmer.

- 30 -

Westar Energy, Inc. (NYSE: WR) is the largest electric utility in Kansas, providing electric service to about 679,000 customers in the state. Westar Energy has about 6,800 megawatts of electric generation capacity and operates and coordinates approximately 35,000 miles of electric distribution and transmission lines.

For more information about Westar Energy, visit us on the Internet at <http://www.WestarEnergy.com>. For more information about the Take Charge Challenge, visit [www.takechargekansas.org](http://www.takechargekansas.org).