

HVAC CUSTOMER SURVEY

1. How old is your home? How old is your system? Is it too noisy?

2. Why are you considering the purchase of a new Home Comfort System?

3. How do you feel about the humidity level and the Indoor Air Quality in your home?

4. Does anyone in your family suffer from allergies/respiratory/sinus conditions?

5. Are there any hot/cold spots in your home? If so, where?

6. How much is your average utility bill?

7. Is finding a Home Comfort System that maximizes your energy savings important to you?
On a scale of 1 to 10, how important is it to reduce your family's carbon footprint?

8. Which financing options would make the investment in your new comfort system more convenient?

- 6 Months SAC - 12 Months SAC - Installment Payments - Credit Card

"Mr. and Mrs. Prospect, have you ever had a bad experience with a pushy salesperson? Well, I've got great news, I am not a pushy salesperson; I am a professional sales consultant, and I take my profession very seriously. It's how I provide for my family. It's how I serve my community.

I want to take all the time you need to answer all of your questions, design the perfect solutions and, of course, get it in your budget. All I ask at the end of that process is that you let me know, one way or the other, whether or not you think I am a good fit for you. And NO is a perfectly acceptable answer."