

Job # : HVAC Client: MARIA PEREZ Tech: JOE CRISARA

## System Observations:

MECHANICAL FAULT - AIR MOVEMENT SYSTEM / WORRIED - INLAWS IN GUEST ROOM  
NO AIR PURIFICATION SYSTEM OR TEMPERATURE CONTROL SYSTEM  
DESIGN FAULT - AIR DISTRIBUTION SYSTEM / INSTALLATION FAULT - HEAT REJECTION SYSTEM  
SYSTEM IS 15 YEARS OLD & NO SERVICE / UPGRADES / MAINTENANCE

### Premium Plus - MARIA'S WORRY-FREE AIR MOVEMENT SYSTEM RENOVATION

- RENOVATE AIR MOVEMENT SYSTEM
- RENOVATE AIR DISTRIBUTION SYSTEM
- RENOVATE HEAT REJECTION SYSTEM
- INSTALL & ENHANCE AIR PURIFICATION SYSTEM
- INSTALL WIFI TEMP CONTROL SYSTEM
- 5 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE \$ 3,467

#### Premium -

- RENOVATE AIR MOVEMENT SYSTEM
- RENOVATE AIR DISTRIBUTION SYSTEM
- RENOVATE HEAT REJECTION SYSTEM
- INSTALL & ENHANCE AIR PURIFICATION SYSTEM
- 4 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE \$ 2,779

#### Standard Plus -

- REBUILD AIR MOVEMENT SYSTEM
- REBUILD AIR DISTRIBUTION SYSTEM
- REBUILD HEAT REJECTION SYSTEM
- 3 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE \$ 1,997

#### Standard -

- REBUILD AIR MOVEMENT SYSTEM
  - REBUILD HEAT REJECTION SYSTEM
  - 2 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE
- \$ 1,397

#### Economy -

- REPAIR AIR MOVEMENT SYSTEM
- 1 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE

\$ 729

#### Band-aid -

- REPAIR AIR MOVEMENT SYSTEM

\$ 479

# Presenting Solutions

- The top option is called the (premium-plus) (Maria's Worry-Free) (Air Movement) system renovation.

- This includes fixing the immediate issue by (completely renovating the entire air movement system, as well as the air distribution system, and heat rejection system).  
 - This is going to make the system more reliable.  
 - I did this because (you said, when you discovered the problem, you were worried. Renovating the entire system will give you peace of mind).

- This also includes (an air purification system)  
 - This is going to give everyone in the home hospital-grade air.  
 - I did this because I want your kids (James & Emily) to live in a safe & healthy home.

- This also includes (a Wi-Fi temperature control system).  
 - This is going to allow you to use your thermostat while away from home.  
 - I did this because (I want you and your family to be comfortable when you get home from a long day).

- This also includes (a 5 year "Cant Write A Check" Warranty & Service Plan w/ filter replacements)  
 - This is going to cover all parts and labor incase anything happens to the system, as well as doing preventive maintenance twice a year, where we will come in and switch out the filters.  
 - I did this because (I want you and your husband Jordan, to have time to relax, while we take care of the system.)

- Take a guess, how much do you think a solution like this costs?  
 - (have them guess higher)  
 - I'm just kidding, the investment is only (\$3,467)  
 - (lead with monthly price if applicable)

- Here are the rest of the options, what should we do?

Job # : PLUMBING Client: MARIA PEREZ Tech: JOE CRISARA

## System Observations:

MECHANICAL FAULT - FLAME SAFETY SYSTEM / STRESSED WITH WORK  
NO WATER PURIFICATION SYSTEM OR FLOOD PREVENTION SYSTEM  
DESIGN FAULT - WATER DISTRIBUTION SYSTEM / INSTALLATION FAULT - TEMP CONTROL SYSTEM  
SYSTEM IS 15 YEARS OLD & NO SERVICE / UPGRADES / MAINTENANCE

### Premium Plus - MARIA'S STRESS-FREE FLAME SAFETY SYSTEM RENOVATION

- RENOVATE FLAME SAFETY SYSTEM
- RENOVATE WATER DISTRIBUTION SYSTEM
- RENOVATE TEMP CONTROL SYSTEM
- INSTALL & ENHANCE WATER PURIFICATION SYSTEM
- INSTALL FLOOD PREVENTION SYSTEM
- 5 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE \$ 3,467

#### Premium -

- RENOVATE FLAME SAFETY SYSTEM
- RENOVATE WATER DISTRIBUTION SYSTEM
- RENOVATE TEMP CONTROL SYSTEM
- INSTALL & ENHANCE WATER PURIFICATION SYSTEM
- 4 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE \$ 2,779

#### Standard Plus -

- REBUILD FLAME SAFETY SYSTEM
- REBUILD WATER DISTRIBUTION SYSTEM
- REBUILD TEMP CONTROL SYSTEM
- 3 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE \$ 1,997

#### Standard -

- REBUILD FLAME SAFETY SYSTEM
- REBUILD TEMP CONTROL SYSTEM
- 2 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE

\$ 1,397

#### Economy -

- REPAIR FLAME SAFETY SYSTEM
- 1 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE

\$ 729

#### Band-aid -

- REPAIR FLAME SAFETY SYSTEM

\$ 479

# Presenting Solutions

- The top option is called the (premium-plus) (Maria's Stress-Free) (Flame Safety) system renovation.

- This includes fixing the immediate issue by (completely renovating the entire flame safety system, as well as the water distribution system, and temperature control system).
- This is going to make the system more reliable.
- I did this because (you said, when you discovered the problem, you were stressed. Renovating the entire system will give you peace of mind).

- This also includes (a water purification system)
- This is going to give everyone in the home clean and filtered water.
- I did this because I want your kids (James & Emily) to live in a safe & healthy home.

- This also includes (a flood prevention system).
- This is going to allow you to be notified if there is a leak while away from home.
- I did this because (I want you and your family to save money, instead of spending it on a damaged home).

- This also includes (a 5 year "Cant Write A Check" Warranty & Service Plan w/ filter replacements)
- This is going to cover all parts and labor incase anything happens to the system, as well as doing preventative maintenance twice a year, where we will come in and switch out the filters.
- I did this because (I want you and your husband Jordan, to have time to relax, while we take care of the system.)

- Take a guess, how much do you think a solution like this costs?
- (have them guess higher)
- I'm just kidding, the investment is only (\$3,467)
- (lead with monthly price if applicable)

- Here are the rest of the options, what should we do?

Job #: ELECTRICAL Client: MARIA PEREZ Tech: JOE CRISARA

## System Observations:

ELECTRICAL FAULT - VOLTAGE DISTRIBUTION SYSTEM / FRUSTRATED WITH NO KITCHEN  
NO ELECTRICUTION PROTECTION SYSTEM OR CO MONITORING SYSTEM

DESIGN FAULT - VOLTAGE CONTROL SYSTEM / INSTALLATION FAULT - MAIN ELECTRICAL CONTROL SYSTEM  
SYSTEM IS 40 YEARS OLD & NO SERVICE / UPGRADES / MAINTENANCE

Premium Plus - MARIA'S FRUSTRATION-FREE VOLTAGE DISTRIBUTION SYSTEM RENOVATION

- RENOVATE VOLTAGE DISTRIBUTION SYSTEM
- RENOVATE VOLTAGE CONTROL SYSTEM
- RENOVATE MAIN ELECTRICAL CONTROL SYSTEM
- INSTALL & ENHANCE ELECTRICUTION PROTECTION SYSTEM
- INSTALL CO MONITORING SYSTEM
- 5 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE \$ 3,467

Premium -

- RENOVATE VOLTAGE DISTRIBUTION SYSTEM
- RENOVATE VOLTAGE CONTROL SYSTEM
- RENOVATE MAIN ELECTRICAL CONTROL SYSTEM
- INSTALL & ENHANCE ELECTRICUTION PROTECTION SYSTEM
- 4 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE \$ 2,779

Standard Plus -

- REBUILD VOLTAGE DISTRIBUTION SYSTEM
- REBUILD VOLTAGE CONTROL SYSTEM
- REBUILD MAIN ELECTRICAL CONTROL SYSTEM
- 3 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE \$ 1,997

Standard -

- REBUILD VOLTAGE DISTRIBUTION SYSTEM
- REBUILD MAIN ELECTRICAL CONTROL SYSTEM
- 2 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE

\$ 1,397

Economy -

- REPAIR VOLTAGE DISTRIBUTION SYSTEM
- 1 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE

\$ 729

Band-aid -

- REPAIR VOLTAGE DISTRIBUTION SYSTEM

\$ 479

# Presenting Solutions

- The top option is called the (premium-plus) (Maria's Frustration-Free) (Voltage-Distribution) system renovation.

- This includes fixing the immediate issue by (completely renovating the entire voltage distribution system, as well as the voltage control system, and main electrical-control system).
- This is going to make the system more reliable.
- I did this because (you said, when you discovered the problem, you were frustrated. Renovating the entire system will give you peace of mind).

- This also includes (an electricution protection system)
- This is going to make sure you can use the system without getting hurt.
- I did this because I want your kids (James & Emily) to live in a safe home.

- This also includes (a CO monitoring system).
- This is going to allow you to be notified if there is any carbon monoxide near by.
- I did this because (I want to make sure this is a healthy place your family).

- This also includes (a 5 year "Cant Write A Check" Warranty & Service Plan w/ light bulb & battery replacments)
- This is going to cover all parts and labor incase anything happens to the system, as well as doing preventitive maintenance twice a year, where we will come in and switch out the light bulbs and batteries.
- I did this because (I want you and your husband Jordan, to have time to relax, while we take care of the system.)

- Take a guess, how much do you think a solution like this costs?
- (have them guess higher)
- I'm just kidding, the investment is only (\$3,467)
- (lead with monthly price if applicable)

- Here are the rest of the options, what should we do?



Job # : GARAGE Client: MARIA PEREZ Tech: JOE CRISARA

## System Observations:

MECHANICAL FAULT - TORSION LIFTING SYSTEM / NO TIME WITH B-DAY PARTY  
NO LIFT REVERSAL SAFETY SYSTEM OR OPENING SECURITY SYSTEM  
DESIGN FAULT - VERTICAL LIFT GUIDING SYSTEM / INSTALLATION FAULT - NOISE & WEATHER PREVENTION SYSTEM  
SYSTEM IS 15 YEARS OLD & NO SERVICE / UPGRADES / MAINTENANCE

### Premium Plus - MARIA'S TIME-SAVING TORSION LIFTING SYSTEM RENOVATION

- RENOVATE TORSION LIFTING SYSTEM
- RENOVATE NOISE & WEATHER PREVENTION SYSTEM
- RENOVATE VERTICAL LIFT GUIDING SYSTEM
- INSTALL & ENHANCE LIFT REVERSAL SAFETY SYSTEM
- INSTALL OPENING SECURITY SYSTEM
- 5 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE \$ 3,467

#### Premium -

- RENOVATE TORSION LIFTING SYSTEM
- RENOVATE NOISE & WEATHER PREVENTION SYSTEM
- RENOVATE VERTICAL LIFT GUIDING SYSTEM
- INSTALL & ENHANCE LIFT REVERSAL SAFETY SYSTEM
- 4 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE \$ 2,779

#### Standard Plus -

- REBUILD TORSION LIFTING SYSTEM
- REBUILD NOISE & WEATHER PREVENTION SYSTEM
- REBUILD VERTICAL LIFT GUIDING SYSTEM
- 3 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE \$ 1,997

#### Standard -

- REBUILD TORSION LIFTING SYSTEM
  - REBUILD VERTICAL LIFT GUIDING SYSTEM
  - 2 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE
- \$ 1,397

#### Economy -

- REPAIR TORSION LIFTING SYSTEM
  - 1 YEAR CAN'T WRITE A CHECK WARRANTY & SERVICE
- \$ 729

#### Band-aid -

- REPAIR TORSION LIFTING SYSTEM
- \$ 479



# Presenting Solutions



- The top option is called the (premium-plus) (Maria's Time-Saving) (Torsion Lifting) system renovation.

- This includes fixing the immediate issue by (completly renovating the entire torsion lifting system, as well as the noise & weather prevention system, and vertical lift guiding system).
- This is going to make the system more reliable.
- I did this because (you said, when you discovered the problem, it took up a lot of your time. Renovating the entire system will give you peace of mind).

- This also includes (an lift-reversal safety system)
- This is going to automatically prevent the door from closing on anyone or anything.
- I did this because I want your kids (James & Emily) to live in a safe home.

- This also includes (an opening-security system).
- This is going to allow you to open & close the door while away from home.
- I did this because (I want you to be worry-free, knowing your family can access the home when they need to, and not stuck outside).

- This also includes (a 5 year "Cant Write A Check" Warranty & Service Plan w/ noise & weather prevention system replacments)
- This is going to cover all parts and labor incase anything happens to the system, as well as doing preventitive maintenance twice a year, where we will come in and switch out the noise & weather prevention system.
- I did this because (I want you and your husband Jordan, to have time to relax, while we take care of the system.)

- Take a guess, how much do you think a solution like this costs?
- (have them guess higher)
- I'm just kidding, the investment is only (\$3,467)
- (lead with monthly price if applicable)

- Here are the rest of the options, what should we do?