

# HVAC CUSTOMER SURVEY



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

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

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

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

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

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6. How much is your average utility bill?

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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?

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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."*