

Furnace Heat Exchanger Inspection Training!

Reserve your spot NOW for one of these two day sessions!

The Inspector™ Heat Exchanger Failure Class

Sept 9th & 10th • Oct 7th & 8th • Nov 4th & 5th

Each technician will learn how to increase their ability to be truly focused on finding failure to incredible levels. This is a hands-on 'tech teaching tech' workshop on greatly increasing your abilities at finding failure using the **Inspector™ camera**.

You'd be shocked at how many times you are letting failed heat exchangers go undiscovered when you do a furnace inspection! You need to stop throwing business away and at the same time decrease your company's liability.

- Find far more (legitimate) furnace failure
- Watch your average ticket soar with high ethics
- Decrease your liability
- Double the heat exchanger failure you find
- Inspections are taught to AGA standards
- Past students pay only half price tuition
- Owners always attend free with paid technicians

Tom O'Connor is retiring, and these are the last 3 classes he will be teaching — so don't miss out!



If furnace replacement is the bread and butter of your business . . . Why not double the amount of legitimate heat exchanger failure you now find?

And what if you don't? You get your money back!!



To register or for more information call 1-888-814-8540 or 1-630-690-0352. Visit us online at FurnaceHeatExchanger.com

Tuition for this two day class and work lab is \$895. Satisfaction Guaranteed.

Hundreds of other HVAC Companies have greatly increased their Service & Replacement Revenues – and YOU certainly can too!

I know that it is hard to spare your technicians during the tune-up season. What would it take for it to be worth it? What if I told you that on average, technicians who have been through our Focus on Finding Failure training were able to find failure (and therefore a lead) on 1 out of every 4.5 calls? So if your technician runs 30 calls a week, that means that he should be able to turn in 5-6 leads. Let's say that even if your Comfort Advisor only has a 50% closing ratio (this is crazy low, our company has a closing rate in the 90's on these leads), then that means that you have sold 2-3 systems. Let's take it another step further, shall we? Let's say that your average installation is \$5,000 (again pretty low), then that means that you have gained \$10,000-\$15,000 in additional installation revenue in one week from one maintenance technician. Does that make it worth it to you? Oh, I forgot to mention the best part, there is ZERO marketing cost on getting these leads, so that increases your bottom line! That is music to my ears!

Do the math yourself, and see what kind of revenue you can enjoy from sparing your technician for two days. I am guessing your numbers are much better than what I demonstrated for you above. I can tell you that our numbers are much better! Think of the above example as a worst case scenario.

Owners Attend Free. If you send even just one technician to the Focus on Finding Failure Class, then you can attend for free! This is really a win-win situation. Now you can see for yourself what it is that your technician should be doing in the field to turn in those leads. But since you will have the knowledge behind you, you can be that technician's coach to keep up that momentum past the first week. This is really a system that is designed to work year round! So those two days that you gave up having your technician run calls can pay off over and over again.

- HVAC technicians will learn to become Focused on Finding Failure.
- Each technician will greatly increase his numbers of generated equipment leads in a very ethical way.
- Technicians will come to understand that they each have a solemn responsibility to the client to make a completely accurate assessment of the condition and the safety of their HVAC equipment.



- No more walking away from opportunities to serve your clients! Technicians will locate FAILURE 99.9% of the time if it exists, instead of only 50%.
- Inspections are taught to AGA standards.
- Technicians will learn how to powerfully communicate their findings.
- Technicians will become proficient at discovering tremendous IAQ opportunities and be able to offer real solutions.
- Technicians will NOT enter a client's home as a selling tech, but rather a true professional technician that can offer real world solutions when discovering problems within a client's system.
- Double the heat exchanger failure you find or your money back.
- Past students pay only half price tuition.

The INSPECTOR™ Heat Exchanger Failure Class

Quick & Easy Registration

To hold your place in class, simply complete the section below and **FAX** this entire page to:
1-630-690-0297 and you're in! *We'll call you right back to complete your registration!*

☐ **YES**, please sign me up for the **Furnace Heat Exchanger Class** in Carol Stream, Illinois on:

☐ Sept 9th & 10th ☐ Oct 7th & 8th ☐ Nov 4th & 5th

☐ **Please send me class location & registration details.**

Company Name _____ Contact Person _____

Contact Phone Number _____ Fax Number _____

Number of anticipated attendees _____ (Owner may attend **FREE** with paid students)

Tuition for this two day class and work lab is \$895. Satisfaction Guaranteed.

Return Students Pay Half Price Tuition! ☐ *We would like to finance the tuition*

You can get further information or call in to register at: 1-888-814-8540 or 1-630-690-0352

For more information visit FurnaceHeatExchanger.com