

HVAC Capital's New 90-Day Deferred Program

This is a very simple program that should increase your sales. Everything works the same as with a typical lease except:

- 1) Your customer does not have to make their first payment ***until 90 days have elapsed from the date the installation is completed.***
- 2) We adjust with a 3% fee assessed in one of two ways to compensate for the lease being funded without any interest collected for 90 days: 1) the fee is spread out over the lease payments, or, 2) the fee is a reduction to your proceeds on the deal. ***It can work either way.***

Your customer can enter into a contract with you today. Delivery of materials takes 45 days and another 15 to install. Then the 90 day clock starts ticking. A total of 150 days (almost ½ of a year) elapses from the time they sign the contract until they have to make a payment.

The closer on the sales pitch: once the installation is finished, they receive 100% of the cash benefit from the energy and maintenance savings for 3 months before having to make a payment.

Questions? Call HVAC Capital Corporation at 866.652.7177

*If you have questions, call us at: 866-652-7177
Or visit us at: www.hvaccapital.com*