

## Three Success Stories of how Mechanical/Controls Contractors used HVAC Capital to WIN DEALS

Provided below are three more success stories showing how we have helped mechanical/controls contractors satisfy their customers and win deals. Please note the scenarios include different types of customers, job amounts and equipment. In each of these cases, our financing program allowed the contractor/dealer to win the deal.

**An art museum** needed a controls upgrade for \$125,000. The customer did not want to use their bank line especially since the bank would not accept the installation as collateral (too much soft costs). Manufacturer: Automated Logic.

***Always include a leasing proposal on jobs you quote. It's extremely simple and can make a difference in whether or not you win the job. Remember, your customer will not know to ask for financing unless they know it's available.***

**A school district** did not have the funds for a replacement of their mechanical systems at numerous locations. We provided a \$2 million, 10 year financing at 4.5% for an installation that will pay for itself through energy and maintenance savings. School systems (as well as other city/county/state owned facilities) qualify for our special tax-exempt program through which they can often qualify for 10 year financing at very attractive rates.

***School systems all across the country are under funded. Numerous contractors shy away from schools because "they never have any money". Now you can provide them a solution.***

**A church** was short of funds needed to replace two large rooftop units. It had cash for a portion of the job but couldn't come up with the remaining \$100,000. The contractor introduced the church to our program and won the job. Manufacturer: York

***As is the case with schools, I often hear that churches never have any money. Once again, you can provide the total solution.***

### Why not give us a try?

If you have questions, call us at: [866-652-7177](tel:866-652-7177)

Or visit us at: [www.hvaccapital.com](http://www.hvaccapital.com)