

How HVAC Capital's Financing Program Can Help you Win More Guaranteed Full Service Contracts

I frequently hear that when negotiating a guaranteed full service contract, your customer will be asked to incur certain “start up costs” to refurbish their equipment as a condition to the deal (if the equipment is a little older). I have heard many contractors say this can be a deal killer (or at least slow things down). ***We can finance these costs provided major equipment components are included.***

By using our program, your customer can pay these costs over 3, 5 or 7 years. That sounds better to them than absorbing all of these costs up-front when there was nothing in the budget (which is usually the case).

Hope this helps and please do not hesitate to contact me at 713.942.2028 if you have any questions.

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

