

No Hassle Replacement™ limited warranty gives you a huge competitive advantage

When you're talking to a homeowner about a new heating and cooling system, you have a huge advantage over most competitors—the Comfortmaker® No Hassle Replacement™ Limited Warranty. Make the most of every sales opportunity by making sure you understand this important warranty and how to use it to get the sale. Here are the basics:



Why is it so important?

When homeowners compare brands of heating and cooling units, they say a superior warranty can increase the value of one brand over another! You can use the *No Hassle Replacement* limited warranty to *build value* in your product every time you go out to make a sales call.

What is the No Hassle Replacement limited warranty? How does it work?

The *No Hassle Replacement* limited warranty offers a one-time new equivalent replacement unit should the compressor, covered outdoor coil or heat exchanger fail due to defect during the *No Hassle Replacement* period. The *No Hassle Replacement* limited warranty applies to mainline products and varies in length of limited coverage—up to 10 years to the original purchaser.



What does that mean to your customers?

Simply this: If a covered major component fails during the *No Hassle Replacement* limited warranty period, the customer has the option to:

1. Replace the unit.
2. Repair the unit.

Even if the unit is several years old (depending on the length of the *No Hassle Replacement* coverage on that unit), the customer could opt to simply replace that unit as opposed to having the component repaired.

It's a powerful selling tool that offers homeowners peace of mind. Use this superior warranty to build value in the products you sell. Mention it on every sales call.



How do you use it to close the sale?

It's easy. Just follow these three steps:

1. Advertise it. Include the *No Hassle Replacement* limited warranty in all of your ads, on your website, and in every marketing tool you use. Click [here](#) to find ads that mention the warranty and graphics to help you promote it.

2. Mention it. Tell EVERY customer about the *No Hassle Replacement* limited warranty and explain how it works.

3. Offer it. Always offer at least one product covered by the *No Hassle Replacement* limited warranty. When you put together a series of good/better/best choices, list a covered product as your "best" choice (and maybe your "better" and even "good" choices, too.) There are plenty of covered products available. Here's a list with the length of each product's *No Hassle Replacement* limited warranty:

- **Split-system air conditioners**

- HCA9 - 10 years
 - HCA7 - 10 years
 - HSA6 - 5 years
 - HXA6 - 5 years
 - H4A3 - 1 year

- **Split-system heat pumps**

- HCH9 - 10 years
 - HCH6 - 10 years
 - HSH5 - 5 years
 - HXH5 - 5 years
 - H4H3 - 1 year

- **Fan Coils**

- FCM4X - 10 years
 - FVM4X - 10 years
 - FXM4X - 5 years
 - FEM4P/FEM4X - 1 year

- **Gas Furnaces**

- F9MAE - 10 years
 - F9MVE - 10 years
 - F9MXT - 5 years
 - F9MXE - 1 year
 - F8MVL - 10 years
 - F8MTL - 5 years
 - F8MXN - 1 year
 - F8MXL - 1 year

- **Oil Furnaces**

- NOMV - 10 years
 - OMV - 10 years
 - OLV - 10 years

- **Package Gas/Electrics**

- PGS5 - 5 years
 - PGS4 - 5 years
 - PGS3 - 1 year

- **Package Dual Fuel**

- PDS4 - 5 years
 - PDS3 - 1 year

- **Package Heat Pumps**

- PHD5 (tin coated models) - 5 years
 - PHD4 (tin coated models) - 5 years
 - PHD3 (tin coated models) - 1 year

- **Package Air Conditioners**

- PAD5 (tin coated models) - 5 years
 - PAD4 (tin coated models) - 5 years
 - PAD3 (tin coated models) - 1 year