



Only one contractor will

getSmart
FOR CONTRACTORS



Stop proposing maintenance. Engineer it.

Close more maintenance. <- Click to watch YouTube video



What is Smart?

It is an entirely new and more effective maintenance strategy that supersedes the traditional strategies used for decades. It is used to both secure maintenance and deliver it. Smart is active collaboration with maintenance customers. It is not sales, but it sells much more. It establishes a win/win client relationship, earning maintenance and keeping it. It is the first at providing technicians with hyperlinked Tasks/Times and exact schedules of maintenance, assuring your clients and yourself, that what was collaborated and agreed upon by you and client, is effectively delivered. It is a unique and dominating strategy against competitors who as Jody Liner a Smart Contractor, Tampa puts it, *"for years contractors have done maintenance the same way – the wrong way."*

Smart Contractors are substantially increasing their new maintenance opportunities, closing at much higher rates, and creating highly loyal clients resulting in high retention rates. SmartHVAC actively works in your market with you to create highly qualified new leads for maintenance, leads that you would not have secured otherwise. Smart includes a dynamic technician attraction program, so our contractors attract techs to service their growing maintenance business.

Can you achieve these results? You can, but you have no way of knowing that yet. This is why we provide you everything you need to determine your interest in Smart. You take it one step at a time.

How to discover what Smart does for you:

1. **CONTRACTOR YOUTUBE VIDEO:** Watch Wendel Mechanical owner with his **Smart Contractor (Tampa) Video:** Click <https://youtu.be/WrW26uPTYno> to see what we did with Wendel, and what we can do with you.
2. **SALES YOUTUBE VIDEOS:** Watch Kevin Linnell Videos: Click <https://youtu.be/5D9WfQ4earw> for a short intro. Click <https://youtu.be/yBpJIWXnc1g> to hear the whole interview and see how PMEs close rates substantially increase using Smart.
3. **ZOOM EXPLORE:** To explore and be considered for Smart Contractor, schedule a **Private Exploratory Meeting** at <https://calendly.com/smarthvac/smart-contractor-discovery>.
4. **TALK WITH OWNER:** Communicate directly with one of our contractor owners and get their experience with Smart.
5. **STAY AS LONG AS YOU BENEFIT:** Start by attending a Smart Start Workshop. No charge.
6. If after the workshop you see the advantage, you pay monthly so long as it benefits.

What are the Smart Exclusives?

- **Engineered-Maintenance™ (EM)** strategy for salespeople to actively collaborate and engage clients.
- **emPlan™** a performance-focused HVAC maintenance (plan, price, propose and perform) software.
- **Hyperlinked EM Standards™** (600+ Tasks/Times). The only maintenance true standard in the world.
- **Monthly Online Training** both live and recorded. Unlimited and free usage.
- **Professional Maintenance Engineer (PME) Coaching** optional support at a fee.



Secure the **Smart Contractor™** advantage.

