

Avoid Financing Fees, and Pay For Sales Builder Pro At the Same Time!



Financing is the magic bullet for growing your HVAC business. When you offer financing to customers, you sell more — and you increase your chances of a one-call close. It's much easier for customers to take on a low monthly payment than a lump sum for a new HVAC system.

Our new Rewards Pro program offers the flexible financing your customers will love, with an innovative rebate program that credits your annual renewal fee to Sales Builder Pro. If you finance just one deal every week, by the end of the year, you could have your Sales Builder Pro annual renewal covered by Rewards Pro credits.

How to Get Started

STEP 1

**Sign Up with
Upgrade, Inc.**

[Click to Sign Up](#)

STEP 2

**Select
Programs**

RewardsPRO RECOMMENDATIONS

Plan #	APR*	Term	Payment Factor	Merchant Fee	Rewards Pro Credits
851	11.99%	7 years	1.76%	0%	0.50%
1211	11.99%	10 years	1.43%	0%	0.50%
1451	11.99%	12 years	1.31%	0%	0.50%

Earn a \$50.00 credit for every \$10,000 loan

STEP 3

**Start
Selling**

Sales Builder Pro from Intelligent Mobile Support, Inc.

888-980-9119 imobilesupport.com



Know Your Customer

Before you choose a financing program, it's important to understand the three primary categories of customers and their needs:

Low Monthly Payment Buyers

The majority of prospects are "payment buyers" – young families, paying tuition, or anyone cash-strapped – who need a low monthly payment when faced with an unbudgeted HVAC emergency.

SELLER'S TIP

Recommend a 120-month plan for the best response.

A 120-month plan aligns perfectly with the typical equipment warranty duration, making it an easy sell.

RewardsPRO RECOMMENDATIONS

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1211	11.99%	10 years	1.43%	0%	0.50%
1451	11.99%	12 years	1.31%	0%	0.50%

Earn a \$50.00 credit for every \$10,000 loan

PAYMENT BUYERS

0% APR BUYERS

NO/NO BUYERS

0% APR Buyers

Some buyers look for no interest plans. Our finance partner Upgrade, Inc. also offers 0% APR plans. These plans do have a fee but with Sales Builder Pro you can simply cover these fees with a markup.

No/No Plan Buyers

Other buyers look for **No Interest, No Payment** plans so they can avoid any expenditure for a few months. Upgrade, Inc. offers these plans, too (also with a fee).

Rely on Our Expertise

Tap into our combined 37 years of kitchen table selling expertise. We're here to help you make flexible financing programs an easy addition to your sales process.



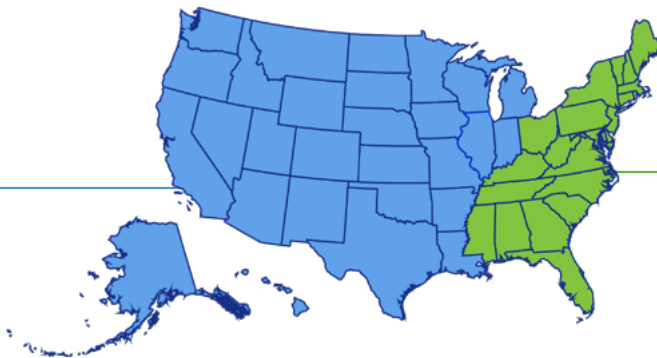
Sharyn Taylor

Sales Manager - West | Prescott, AZ
sharyn@imobilesupport.com
(206) 255-6239

[Schedule Meeting](#)



Scan to
Schedule



Tripp Jordan

Sales Manager - East | Charlotte, NC
tripp@imobilesupport.com
(704) 232-8902

[Schedule Meeting](#)



Scan to
Schedule



Got 15 Minutes?

Schedule a meeting today
and learn more about how to:

- ✓ Eliminate finance fees for "payment buyers"
- ✓ Pay for Sales Builder Pro with Rewards Pro credits