



Incoming call

1. Listen.
2. Understand the problem.
3. Set the appointment.

Sensi Predict talking points:

- There is a new product we now offer, it's called Sensi Predict.
- This new technology may have prevented your issue.
- Can I send you a link (email/video) with more details about it?
- Our tech will bring you more information.
- Thanks, your appointment is _____



How it works:

- 10 custom sensors on your HVAC analyze the performance and efficiencies of your system.
- It emails you about potential issues, 80% of the time before the system breaks down.



Smart maintenance

24/7/365 Monitoring of 32 functions

10 diagnostic sensors

Monthly performance reports

Urgent alert

Filter reminder based on system usage

20% Energy savings

Installation report

Priority service

_____% Off parts and labor

_____% Off diagnostic /trip charge



FAQ/Selling points

- Sensi Predict detects 80% of failures before they occur.
- Monitors 32 functions on your HVAC system.
- Encrypted data is sent via Wi-Fi to the secure Emerson cloud for analyzing each time the system runs.
- Works with Wi-Fi (smart) and non-connected thermostats.
- Installation takes 60-90 minutes and requires a trained professional.
- Monthly reports measure: energy usage, performance, operating cost and filter life.
- Common immediate alerts sent by email: HVAC system has failed call for heat or cool, filter replacement, water detection, evaporator coil freezing, furnace starting issues, AC or heat compressor performance and capacity.
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- Sensi Predict doesn't control your thermostat.
- Sensi Predict comes with a 5 year warranty.
- Wi-Fi at the location is required.

Sensi Predict:

\$_____ per year

(plus installation, see back for details)

Sensi Predict Plus:

\$_____ per year + one visit.

\$_____ total

(plus installation, see back for details)

Additional

maintenance visits:

\$_____ /visit.



Installation cost



Sensi Predict™ Hub
\$_____ Installed

"Smart hub only"



Hub + Sensi™
Smart Thermostat
\$_____ Installed

"Classic thermostat"



Hub + Sensi™
Touch Smart Thermostat
\$_____ Installed

"Touch thermostat"

— Includes first year of monitoring (\$_____ value). —



Benefits over traditional maintenance agreement.

- Avoid discomfort from unexpected breakdowns. Sensi Predict can predict 80% of breakdowns before they happen.
- Schedule maintenance to align with your schedule not your HVACs.
- \$_____per year gives you coverage 24/7/365.
- Know the performance and efficiencies of your HVAC. Become educated about future repairs big and small.

