

SCHELLER'S GUIDE TO SAVING MONEY WITH A MAINTENANCE AGREEMENT

PLAN



Furnaces, air conditioners, repairs, maintenance, replacements -

For homeowners, these words can be a bit unnerving. Why? We understand that getting work done on a heating and cooling system isn't a glamorous way to spend money, so why not get the most for it. The technicians at Schneller Heating, Air Conditioning, and Plumbing put together a helpful guide to help homeowners learn how a maintenance agreement can help pay for itself, and more.



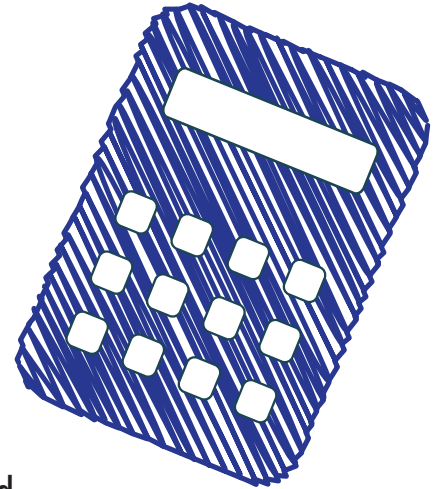
SCENARIO A: THE REPAIR

IMAGINE THIS:

It's the middle of the night and your air conditioner or furnace stops working. First, you're probably thinking, "Well, this isn't a convenient time to either be freezing cold from the winter cold or burning up from the summer heat." Secondly, you're probably thinking, "I hope that my system just needs a simple repair." Lucky for you, that is all that needs to be done. So how does a heating and cooling maintenance plan help you save in this scenario?

THE MATH:

- Average Repair Cost: \$675
- Average After-Hours Charge: \$100
- Cost for Homeowner without Maintenance Plan: \$775
- Average Repair Cost: \$675
- Average Maintenance Plan Discount: 20%
- Average Maintenance Plan After-Hours Charge: Fee Waived
- Cost for Homeowner with Maintenance Plan: \$540



Your savings in this scenario are \$235, which is just about the cost of a yearly maintenance plan. In addition to paying for itself, you also receive the benefits of priority service and even discounts on accessories and new systems.

NOT TO MENTION:

Did you know that annual maintenance on your air conditioner and furnace help to reduce the amount of repairs that your system will need? Annual Maintenance Plans typically include AC maintenance, furnace maintenance, and additional perks such as discounted repairs.



SCENARIO B: THE NEW SYSTEM

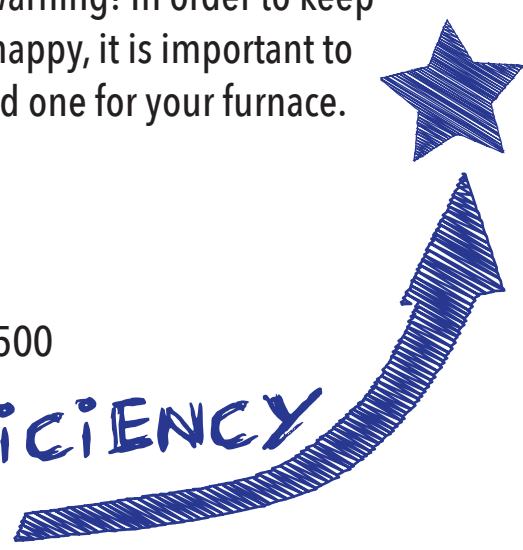
IMAGINE THIS:

You just replaced your home's old heating and cooling system with a new, high-efficiency furnace and air conditioner. The first mistake that many homeowners make when they get a new system is to assume that they do not need to have regular maintenance because it's new. Consider this your warning! In order to keep the system's efficiency high, the energy bills low, and you happy, it is important to have a tune-up every year – one for your air conditioner, and one for your furnace.

THE MATH:

- Average Annual Maintenance Plan: \$250
- Costly Repair Due To Denied Warranty Claim: \$675 - \$2500

EFFICIENCY



NOT TO MENTION:

Some manufacturers of heating and cooling systems require documented, annual maintenance for a warranty to stay effective. Look into the fine print to ensure that your furnace and air conditioner are protected. The one thing you don't want is a surprise when it comes to a warrantied repair and the manufacturer declines to cover the repair because the system wasn't maintained. In this scenario, the maintenance plan kept your warranty valid and made sure any repairs were covered.

➡ 100% ⬅
RELIABILITY

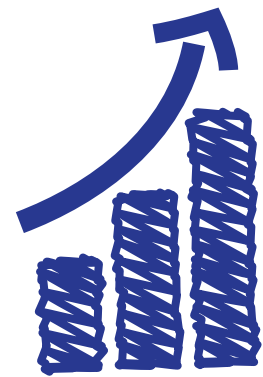
SCENARIO C: THE OLDER SYSTEM WITH REGULAR MAINTENANCE

IMAGINE THIS:

You're a homeowner with a system that has been installed for 10-15 years. You follow the suggested maintenance requirements of tuning up both your furnace and air conditioner on an annual basis. Over that time period, you have saved money on utility bills because your system has remained in tiptop shape. It runs better because it has been maintained and it doesn't have to work so hard.

THE MATH:

- Average Annual Maintenance Plan: \$250
- Increased Utility Saving Each Year: \$50-\$100 Annually
- Plus, 5% Discount When Time to Replace System: \$500



NOT TO MENTION:

With most maintenance plans, you also receive a discount on any accessories the entire time your system is being maintained. So if you have replaced a humidifier, or changed out your thermostat, you have received those discounts over the same period. You've also received priority service and peace of mind from expensive breakdowns.

QUALITY
SERVICE

