

# Oilheat. Know more, sell more.

## making life easier for your clients

Like you, oilheat companies pride themselves on delivering peace of mind and responsive service to their customers. This is accomplished in a variety of ways, but here are a few good examples.

**Automatic deliveries** allow the dealer to refill the tank before the fuel level gets too low. The homeowner never even has to think about it. This system is designed to prevent a customer from running out of fuel.

Most heating oil companies also offer **monthly payment plans**, which make it much easier for the homeowner to budget heating expenses.

Another valuable service offered by many oil

dealers is the **tune-up**. Regular maintenance can help extend the life of heating equipment. This means that homeowners who have their systems properly maintained may get several more years of satisfactory use from it.

What's more, approximately 75% of all emergency repairs can be prevented with regular maintenance.

Industry studies also show that a tune-up can increase heating efficiency by up to 5%, lowering fuel use and saving the homeowner money.

A complete professional tune-up typically includes a series of safety and operating tests to identify adjustments that need to be made to a system.



# Win

## a trip to the BAHAMAS!

Request a FREE PRO\$ presentation or our FREE materials, and we will enter you in a sweepstakes for an all-expenses-paid, five-day vacation for two at the **Atlantis Resort in Paradise Island, the Bahamas!**

Visit [www.oilheatpros.com](http://www.oilheatpros.com) or call 1-866-807-PROS (7767) toll free for details.

See website for contest details and rules. No purchase necessary. A purchase does not increase your chances of winning. Contest ends 12/31/06. Prize will be awarded through your broker.



## service plans make oil dealers stand out

One important factor that sets oil dealers apart is the availability of a service plan, a written service agreement between the oil company and the homeowner. The best service plans, which represent a large investment on the part of the oil dealer, pick up the cost of most repairs, including parts, and provide emergency service at all hours of the day and night.

The peace of mind and savings homeowners receive from an oilheat service plan can make home heating much easier to cope with this winter, especially in today's climate of high energy prices.

*"I always recommend a full service oil dealer to my clients."*

— Michele Asfalg, REALTOR®  
Liberty 100 Realty

## Want the facts? Check out these issues:

### April '06:

The best way to address tank concerns.

### May '06:

Increase the marketability of an oil-heated home.

### September '06:

Overcome the challenges of selling an oil-heated home.

Or log on to [oilheatpros.com](http://oilheatpros.com) for past issues.