

# Oilheat. Know more, sell more.

## safety: the easiest sell for oilheat

Here's some vital information to help you sell an oil-heated home quickly and easily. Use these facts when you're trying to calm the fears of a leery home buyer.

→ If you dropped a burning match into a barrel of oil, the match would go out, just as if you had dropped it in water. The oil must be vaporized before it will ignite and burn. That's why you can safely store heating oil in a tank located inside a home.



→ Oilheat poses a low risk of carbon monoxide poisoning. If a burner malfunctions (typically due to a lack of maintenance), it usually produces a noticeable amount of smoke or soot, a visible warning carbon monoxide fumes are being released into the home. To prevent this, advise your clients to make sure their system is serviced regularly.



# Win

a trip to the  
**BAHAMAS!**

## oil dealers get high ratings

Your reputation and success depend on the service and satisfaction you provide your clients. That's why you never want to underestimate the value of recommending that your clients stay with oilheat. Why?

Because in a recent national survey, consumers gave oilheat dealers a **94% satisfaction rating for fast and friendly service!**

Unlike large conglomerates and utilities, oil dealers typically are locally owned, family-run businesses with deep roots in the community. *Plus*, in Connecticut there are so many dealers that your clients have an almost limitless choice when looking for the one dealer that suits their personality and requirements.

Oil dealers are eager to work with real estate agents to help home sales go easier and more smoothly. You never have to worry about being an oilheat expert; oil dealers are the experts and are always willing to lend a hand.

To find the dealers near you and other helpful information on oilheat, visit the Fuel Merchants Association of New Jersey on the web at [www.fmanj.org](http://www.fmanj.org).

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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.

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Partnership for  
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## Want the facts? Check out these issues:

### April '06:

How to ask the right questions about a tank test.

### May '06:

Increase the marketability of an oil-heated home.

### August '06:

Overcome the challenges of selling an oil-heated home.

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