

IMPROVED FOR 2014!

THREE PROGRAM ENHANCEMENTS
FOR THE SPRING OF 2014:
REDUCE THE NEED FOR TEMPLATES!

- 1 FREE ACCESS TO THE SERVICE APPLICATION IN KOCH PROPOSALS.** This feature is an intuitive FLAT rate repair program for Service and Maintenance repairs. It assists the company in allowing the technician in preparing a discovery for the customer to determine the necessary repairs for approval. When that approval is made, the technician can convert that discovery presentation into a service ticket and invoice for the customer to view their financial obligation.
- 2 LEXICON:** This new program will enable you to create and build proposals for the customer via a wizard. Lexicon will store all critical engineering data for Carrier and Bryant that will allow you to draw on AHRI matches based on, but not limited to, SEER, HSPF, EER, AFUE and even the physical size of the indoor and/or outdoor equipment.
- 3 LOAD ANALYZER:** By entering a home address, the Load Analyzer will reveal a Google map of the home. Zillow Tax will provide tax records for the home based on the year built, as well as the size of the home. This creates a shell for you to create a load calculator. You then can easily create a proposal from the wizard.

Diagnosis
Found bad compressor

Recommendations
Change compressor.

PRIMARY PARTS



1.5 Ton to 2.0 Ton Compressor
A Compressor is a major component for two reasons. Mechanical cause of failure may not appear complete. Thus, other repair or maintenance plan, you should times poor maintenance can cause issues that lend itself to a short the possibility of having this re

Proposal Title

Brand

Application

Quality Level 1 (Best)

Quality Category

Cooling Stages

Min SEER

Max SEER

Min EER

Max EER

Min HSPF

Max HSPF

Notes: Special Kits for Each Quality Level

Kit Name #1	Kit #1	Kit #2	Kit #3	Kit #4	Kit #5
KitName #1	\$100	15	15	15	15
KitName #1	\$200	15	15	15	15
KitName #1	\$300	15	15	15	15
KitName #1	\$400	15	15	15	15

NOW ELIGIBLE FOR FAD INTERNET MARKETING BENEFIT!

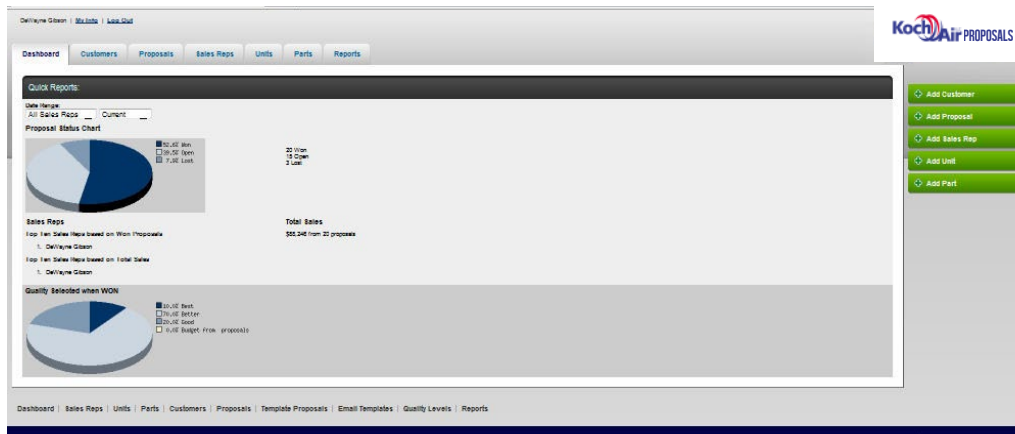
Get a **\$500** credit toward Koch Proposals when you select it for your FAD Internet Marketing Benefit. Co-op the balance out of your available co-op funds.

A REAL TIME, WEB-BASED SELLING TOOL THAT MAKES IT EASY TO:

- Bring proven selling techniques to your business.
- Reduce selling cycles.
- Get customers to say "YES" the first time.
- Increase Top-line sales.
- Track to completion all work.

SALES MANAGEMENT TOOLS

Koch Proposals management reporting allows you to track proposals and sales from that first communication until the last. No longer will you lose track of a potential customer or wonder how often you needed to discount your price to get the sale. With Koch Proposals, you have at the ready, the information you need to understand the strengths and weaknesses of your business.



INSTANTPRICING

Let Koch Proposals do the math for you. Create unlimited, customized proposals for each home-owner. Input your costs, desired profit, and financing needs and let Koch Proposals do the calculations for you.

The 'Proposals: Edit' form includes fields for 'Status', 'Customer', 'Date Opened', 'Date Closed', 'Interior Unit', 'Outdoor Unit', 'Header Unit', 'Reporl Parts', 'Cabinet Parts', 'Selling Price', 'B's Expenses', 'Interest Rate', 'Years Financed', 'Minimum %', 'Tax Credit', 'Price after Discounts', and 'Notes'. There are also 'Quick Links' for 'Add New Customer' and 'Create Proposal'.

CUSTOMER TRACKING & FOLLOW-UP

Koch Proposals automates many of the tasks and allows you to communicate with your customer on a consistent basis. From that first email expressing gratitude for the opportunity to that final email thanking them for their business, Koch Proposals talks to your homeowners when you don't have the time.

The 'Company Admin' interface shows a search bar with 'First Name' and 'GO' buttons. A table lists customers with columns for 'Type', 'First Name', 'Last Name', 'Phone', and 'Email'. The table contains several entries, including 'Christine Crame', 'Don Gibson', 'Dudes Name', 'First Last', 'Jane Smith', 'Joey Jungle', 'Suzy Seal', and 'test test'. There are 'EDIT' buttons for each row. A 'Delete Selected' button is at the bottom. The page number is 'Page: 1'.

ONLY A \$900 ANNUAL INVESTMENT

VISIT WWW.KOCHPROPOSALS.COM TO SIGN UP TODAY!

*Annual investment is based on January 1 - December 31 calendar year. New enrolments will be pro-rated.