

COMFORT CONVERSATION Checklist ✓



Define comfort for your customer

ASK ABOUT:

- Hot/cold spots
- Trouble sleeping
- Temperature swings on cold days
- Complaints from others



Discuss health and its importance

ASK ABOUT:

- Allergies
- Asthma



Talk about sleep quality

ASK ABOUT:

- Air flow
- Air temperature



Connect the dots between efficiency and comfort

ADVANCED SYSTEMS DELIVER:

- More energy savings
- Better comfort
- Better air quality



Offer incremental changes or upgrades

ASK ABOUT:

- Programmable thermostats
- Ceiling fans
- Newer system controls



Direct them to third party information

REFER TO:

- OEM websites
- ACCA and AHRI
- AC-HeatingConnect.com

For more information on having the comfort conversation
go to: Climate.Emerson.com/Livability