

- 7) That's why we are the only company in town that utilizes a dynamic system, an infrared system with a camera that we use to inspect your furnace.
  - a) Once a year we perform a "hydrostatic test."
    - i) We are making sure that there are no cracks that have occurred since last years use.
    - ii) Should we identify a challenge, we'll go ahead and take care of that for you.
  - b) "When we are talking about the safety of your family, and the health and welfare of your family and your home, wouldn't it be important that you get that firebox inspected every year?"
  - c) We are the only company in town that utilizes this type of technology that spots hairline cracks before they get any worse.
- 8) So now you see how your system operates.
- 9) As you can see, it is a closed system, and it is the entire system that operates within your home.
- 10) Do you have any questions on that?