

A technician in a red polo shirt is smiling and showing a tablet to a family consisting of a woman and a man. They are standing in a utility room with a white furnace unit. The scene is dimly lit, with the technician's red shirt and the furnace's logo providing the main light sources. The overall mood is professional and helpful.

bryant

GOING THE DISTANCE

AIG LABOR WARRANTIES

AIG Labor Warranties



- Bryant & AIG have partnered to integrate the purchase of a labor warranty with the registration process.
- AIG labor warranties are a great way for the homeowner to ensure they are completely covered should there be any unexpected failures with their unit.
- Consumers are used to purchasing warranty plans for other appliances in their home and HVAC should be no different.
- Two programs
 - Select
 - ADVANTAGE



How To Enroll



1. Visit laborplan.aig
2. Press "Create Account" and fill out the form
3. Click "ADVANTAGE Preferences"
4. Select preferences
5. Set up autopay, accept terms and conditions, and set up preferred payment method



How To Process Labor Protection When You Become An AIG Dealer

We offer two simple purchase path options. One option is Select and the other is ADVANTAGE.

OPTION 1: SELECT

For individual registrations each time by purchasing through our seamless options integrated with your Manufacturer.

- or -

OPTION 2: ADVANTAGE

For all registrations by enrolling in **ADVANTAGE** and enjoy significant discounts while eliminating all upfront order processing.

Get Started

Step 1: Enroll to become an AIG Dealer
Step 2: Create an online account
Step 3: Setup preferences and get started!

855 809 8995
Monday - Friday, 8am - 6pm EST

ENROLL NOW

Select



- Add a labor warranty with just three steps

1) Log in to website



2) Select term & plan

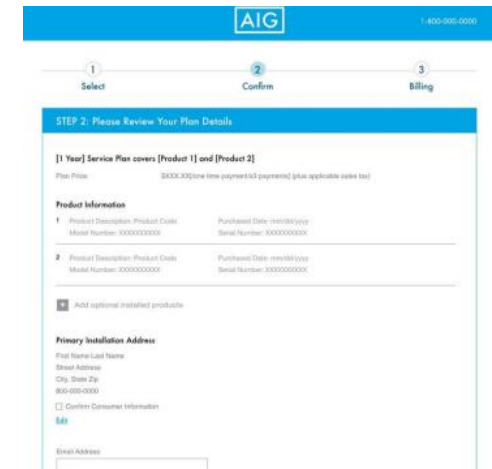


Can View Plan Options Prior to Selecting:

Tier	Up Fee	Hourly Labor Rate	Parts Allowance
Plan 1	\$40	\$70	\$35
Plan 2	\$45	\$85	\$35
Plan 3	\$85	\$100	\$35
Plan 4	\$95	\$125	\$35

*1 Year Claim Reimbursement Schedule

3) Confirm & purchase



ADVANTAGE



- Facilitate the automatic inclusion of a labor warranty on dealer's registered products
- Dealer's preferences will be applied to all registered equipment – no additional work needed by the dealer
- The dealer can manage their contracts through the ADVANTAGE portal

Dealer enrolls in ADVANTAGE
Selects Preferences

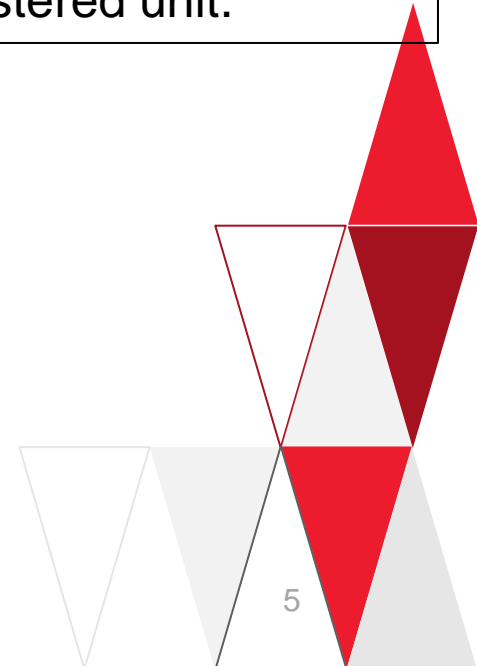
- 1) Term
- 2) Reimbursement Plan
- 3) Date Range for applying labor warranties



Dealer sells and registers products



Labor Warranty based on preselected preferences applied to each registered unit.



Key Takeaways



- **Explain the Standard Factory limited-parts warranty**
 - Ensure the homeowner understands that the factory parts warranty only covers parts failure, which can lead into labor warranty discussion
- **Introduce the Labor Warranty**
 - Explain how the labor warranty is a way to ensure costs of parts *and* labor are covered for any warrantable repairs
- **Manage customer objections**
 - Labor warranty costs can be included in the system financing
 - The factory stands behind their products and so do our dealers. By offering a labor warranty the homeowner ensures they are completely covered if there is an unexpected failure due to a defect.
 - All repairs are handled with the same great urgency, including warranty repairs



Labor Warranty Support



- **Get More Info:**
 - HVAC Partners > Marketing > Programs & Promotions > Warranty Programs > AIG Labor Warranty Integrations
- **Contacts:**
 - **Marketing Program Manager, Gavin Larson** – Gavin.Larson@carrier.com
 - **AIG Director of National Accounts, Kelly Goodman** – Kelly.Goodman@aig.com