

AIG Labor Warranties

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- Carrier & 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 there 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



turn simple purchase with options. One option is Select and the other is ADVANTAG

OPTION 1: SELECT	Get Started Step 1: Enroll to become an AIG Dealer
For individual registrations each time by purchasing through our seamless options integrated	Step 2: Create an online account
with your Manufacturer.	Step 3: Setup preferences and get started
- 07 -	833 909 8995
OPTION 21 ADVANTAGE	Munday - Inday, Base - Open EST
For all registrations by enrolling in ADVANTAGE and enjoy significant discounts while	ENROLL NOW
eliminating all upfront order processing.	ENROLLINGW

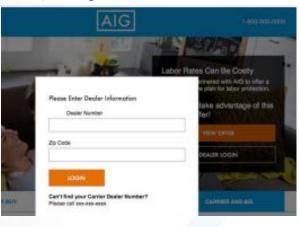


Select



Add a labor warranty with just three steps

1) Log in to website



2) Select term & plan

	Offer is only valid for 15 days fro	nia to postor pour Cartor - Turnera. en today by calling 888-874-1450.	
	View Pricing For: C Plan 1		
1 Year - Full Pay	3 Year - Full Pay	d Year - Fall Pay	10 Year - Full Pay
199.46	Best Volue exces free Lp is 20%	HILA	1000.47
	(phu applier	line sufex tau)	

Can View Plan Options Prior to Selecting:

	\$40	\$70	\$35
	\$45	\$95	\$15
	\$85	\$300	\$3.5
nin a	\$95	\$125	\$33

3) Confirm & purchase

	AIG	1.600-0
(1)	2	3
Select	Confirm	Billing
STEP 2: Please Review Your Plan	n Details	
[1 Year] Service Plan covers (Product 1)	ond [Product 2]	
Plan Price 8XXXXXXXX	ere lime payment/c2 payments) (plus applicable sale	s tax)
Product Information		
Product Description Printer Costs	Purchased Date mentallypyr	
Madel Number: XXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXXX	Saral Au+ber X000000000	
 Promart Description: Product Croix Model Number: 2000000000 	Purchasell Date: resolubly yay Result facebe: 20002000000	
Add optional installed products		
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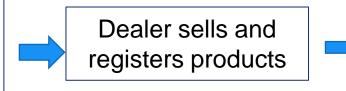


ADVANTAGE



- 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



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

