



BETTER COMFORT, HAPPIER RESIDENTS.

The Right **HVAC PARTNER** can help increase the income potential and value of rental properties. Additionally, they can help reduce resident turnover and comfort related complaints – not to mention relieving the worrisome burden of resident's comfort off the back of property managers and owners.

The Right **HVAC EQUIPMENT** can provide living spaces with year-round, efficient and reliable comfort – and reduce annual maintenance costs and frequency of repairs.

From preventative maintenance to repairs, replacement and new installations, a local independent Trane dealer can be a property manager's **NUMBER-ONE GO-TO RESOURCE** partner for HVAC needs.

A **TRANE DEALER** is the right partner, and a **TRANE COMFORT SYSTEM** contains the right equipment to provide tried and tested HVAC solutions.



Every Trane is tested to withstand the harshest conditions. That's how we get heating and cooling systems you can count on to run through anything.

We never settle, so it never stops.



It's Hard To Stop A Trane.®

THE #1 RESIDENT COMPLAINT?

“IT’S TOO HOT!” “IT’S TOO COLD!”

A properly installed and maintained **Trane Comfort System** can substantially reduce, and possibly eliminate, comfort related complaints from residents. That’s because there’s a Trane system that’s just right for every situation and environment.



On-site maintenance teams are busy and often do not have the time or training to perform preventative maintenance or simple service tasks like filter changes. Local independent Trane dealers can offer affordable service agreements that will keep HVAC systems running in tip-top condition.

HOW IMPORTANT IS HVAC PERFORMANCE AND RELIABILITY?



A recent *Building Owner and Managers Association* (BOMA) study shows that after only three HVAC-related interruptions, there is a **56% chance that a resident will not renew their lease**. Since resident turn-over is the number one cause of lost revenue, a reliable HVAC solution can mean increased retention and increased revenue.

HOW TO GET STARTED

Placing a call to a local independent Trane dealer who can be the best call property managers can make. Trane dealers can:

- Conduct a Property Review related to the property’s HVAC systems. This will help identify potential issues and can be invaluable in budget preparation.
- Prepare and conduct ongoing Investment Improvement surveys with residents to understand concerns. Results will be shared with property managers and owners.
- Work with property managers and owners to develop a plan to address issues and concerns.

FINANCING OPTIONS AVAILABLE*

Many independent Trane dealers can offer attractive financing options on new Trane Comfort Systems and installation, and on equipment and repairs.

- Financing generally does not impact net operating income, as a lease is not usually an operating expense.
- Financing helps protect credit lines and cash flow projections with predictable payment schedules.
- Financing provides a way to plan for needed replacements instead of reacting to emergency repair situations.

* Financing opportunities are available for commercial entities and may have minimum purchasing levels to qualify.

