



## OUT-OF-POCKET COST COMPARISON:

### *Loan vs. Ultimate Membership Plan*

Price of Installed Equipment	\$12,180 <sup>1</sup>	\$12,180 <sup>1</sup>
Financing Type	<b>Sample Loan<sup>2</sup></b>	<b>Ultimate Membership Plan</b>
Term	10 yrs	10 yrs
APR	9.99%	N/A
Monthly payments	\$160.89	\$207.50
Number of monthly payments	x 120	x 120
<b>Total monthly payments</b>	<b>\$19,307</b>	<b>\$24,900</b>
Additional out of pocket cost to maintain & repair equipment		
Aftermarket repair and maintenance plan <sup>3</sup>	\$ 4,680	Included
Whole unit replacement	Out of pocket <sup>4</sup>	Included
Air filters <sup>5</sup>	+ \$1,980	Included
<b>Out of pocket to maintain and repair over 10 years</b>	<b>\$5,616</b>	<b>\$0</b>
<b>Total cost after 10 years<sup>6</sup></b>	<b>\$25,967</b>	<b>\$24,900</b>



## DIFFERENCE GUARANTEE

- ✓ **Quality Service -**  
 With over 25 years of experience in the industry - Check out our thousands of 5 star reviews.
- ✓ **Customer Service -**  
 Locally operated with a commitment to making our customers happy and comfortable.
- ✓ **Customer Satisfaction -**  
 We train our techs to do it right the first time.
- ✓ **Superior Training -**  
 We believe in lifelong learning. We pay our team to learn how to serve you better and everybody wins.
- ✓ **Best Technicians -**  
 Our techs are background checked, clean, professional and constantly receiving new training.
- ✓ **Quality Products -**  
 We will only offer high quality, long lasting parts and they will be installed in the most professional manner. We want your repeat business legitimately, not because a product we sold you had a short life.
- ✓ **No Overtime Fees -**  
 We have been known to work odd and late hours to ensure that our customers' systems are repaired in a timely manner to keep our customers comfortable; we do not charge extra for that.
- ✓ **Community -**  
 We firmly believe in giving back to our community. We support local charities and offer Senior Citizen discounts and honor those who have bravely served in the armed forces with a service discount.

<sup>1</sup>\$12,180 is the average equipment and installation cost for Arizona's Dukes of Air. In this calculation, the lease rate is comprised of only one major equipment (eg. a furnace, an A/C, a mini split air conditioner, a boiler, a packaged unit, etc.)

<sup>2</sup>Current offer from Ally Bank on approved credit, made available by Arizona's Dukes of Air.

<sup>3</sup>Based on HomeServe's most robust HVAC repair and maintenance plan offered in the northeast.

<sup>4</sup>If the equipment no longer works and is not repairable, the Ultimate Membership Plan provides for complete system replacement; whereas non-Membership Plan holders are responsible for the cost of equipment replacement.

<sup>5</sup>Based on monthly replacement cost using 3M Filtrona HEPA/ULP filters. The cost analyzer uses \$1800 price over 10 years.

<sup>6</sup>After 10 years with financing, the customer owns the equipment outright. With the Ultimate Membership Plan, as long as the monthly subscription is paid the customer maintains all of the benefits. If the customer decides to cancel the Membership and own the equipment outright, they would pay a small termination fee and no longer receive the Membership benefits.

ARIZONA'S  
**DUKES  
OF AIR** LLC

AC/HEATING & PLUMBING