

EVERY DIAL COUNTS.
ONLY THE BOLD RISE.

neighborly



THE
DIAL GAMES

AIRESERV[®]
HEATING & AIR CONDITIONING

CALL BLITZ PLAYBOOK

2026

Let the Games begin.

As we head into 2026 with renewed focus and determination, it's time to step up our performance and drive strong customer growth across the brand. Maintaining a healthy customer count and increasing year-over-year results will require every team to bring their best effort.

Call blitzes remain one of the most effective ways to create quick momentum and convert leads into revenue. With a focused burst of outreach, your team can re-engage warm and cold leads, reach out to past customers, and follow up on open estimates that are ready to move forward. Your POS is full of opportunity, waiting for someone bold enough to claim it.

This year, we introduce The Dial Games, where every dial counts and only the bold rise. This challenge is designed to spark healthy competition, inspire action, and build high energy across the System. Beyond generating revenue, these events unite teams, boost morale, and strengthen a shared sense of purpose.

Gather your team. Set your strategy. Step into the arena ready to compete.



The Dial Games Command Center

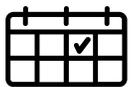
For the latest updates, tips, and progress, bookmark the [The Dial Games Command Center website!](https://www.NeighborlyBrands.com/Call-Blitz/)

<https://www.NeighborlyBrands.com/Call-Blitz/>



Call Blitz Dates

We've designated a total of 6 Call Blitz dates to help you organize, set time aside and focus your efforts for maximum impact, however qualifying entries towards winning a contest prize can occur anytime beginning **March 12 to May 30, 2026**, by 5pm local time. Don't miss your chance to claim victory and check out the prizes at the end of this playbook, **with Neighborly awarding more than \$200,000 in prizes!**



Mark your Calendar!

- March 12, 2026
- March 26, 2026
- April 9, 2026
- April 23, 2026
- May 7, 2026
- May 21, 2026

Contest ends May 30, 2026, at 5 p.m. local time.

What is a Qualifying Entry?

Qualifying entries towards winning a contest prize can occur anytime beginning **March 12 to May 30, 2026**, by 5pm local time.

Our Call Blitz counts a qualifying entry as:

A past customer who is reactivated	or	An unconverted prospect	or	A past or recent estimate
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↳ who books an appointment or another service as a result of your outreach.

Each individual customer record counts as one entry.

Submit Your Entries

Simply scan the QR code with your phone or copy and paste the form URL in your browser.

Bookmark the link to make weekly submissions fast and seamless.



<https://neighborly.jotform.com/260474011491854>

Pro Tip: Submit your entries weekly instead of waiting until the end. This keeps your tracking accurate, reduces errors, and ensures nothing gets missed.





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THE
**DIAL
GAMES**



**EVERY DIAL COUNTS.
ONLY THE BOLD RISE.**

Give Kudos!

We hope you will interact with us throughout the *Dial Games*!

Visit and bookmark this online “kudo board” below! It’s a great place to share exciting tips, customer reactions, and celebrations as you and your team grow your customer count!

Click the link or scan the QR code below to visit our dedicated Dial Games Call Blitz Kudo Board!



<https://neighborly.kudoboard.com/boards/N81M4Tp4/CallBlitz2026>

Setting Up Your Call Environment

Stepping into The Dial Games begins with preparation. A strong setup can determine how far you advance in the competition. Follow these best practices to create an environment that keeps you focused, energized, and ready to make every dial count.



Choose a Quiet, Distraction-Free Space

Find a location where you and your team can focus without interruptions. Minimize background noise and distractions to keep conversations professional and engaging.



Test Your Phone and Headset

Ensure your phone or headset is working properly before you start. Clear audio is key to keeping the conversation smooth and professional.



Keep Your Script and Offers Handy

Have your call scripts, voicemail scripts and offers details easily accessible so you can confidently guide the conversation and handle objections.



Prepare for Common Objections

Consider potential customer objections and have responses ready to address concerns effectively. Role play objections with your team ahead of time.



Have a Positive and Energetic Mindset

Your tone matters! Smile while you speak—it makes a difference in how you come across over the phone.



Celebrate the small wins along the way!

Visit our *Neighborly Call Blitz* kudo board and give your team shout outs and have your own kudo “whiteboard” in the office to provide encouragement and support!

Call Blitz Guidelines

In anticipation of the upcoming contest, please familiarize yourself with these guidelines and best practices around calling potential and existing customers. Ultimately, you are responsible for your compliance with all applicable laws during this contest and beyond. You cannot rely on us, a vendor or third party for compliance. If you fail to follow the law, your liability can be significant. Below are some key reminders:

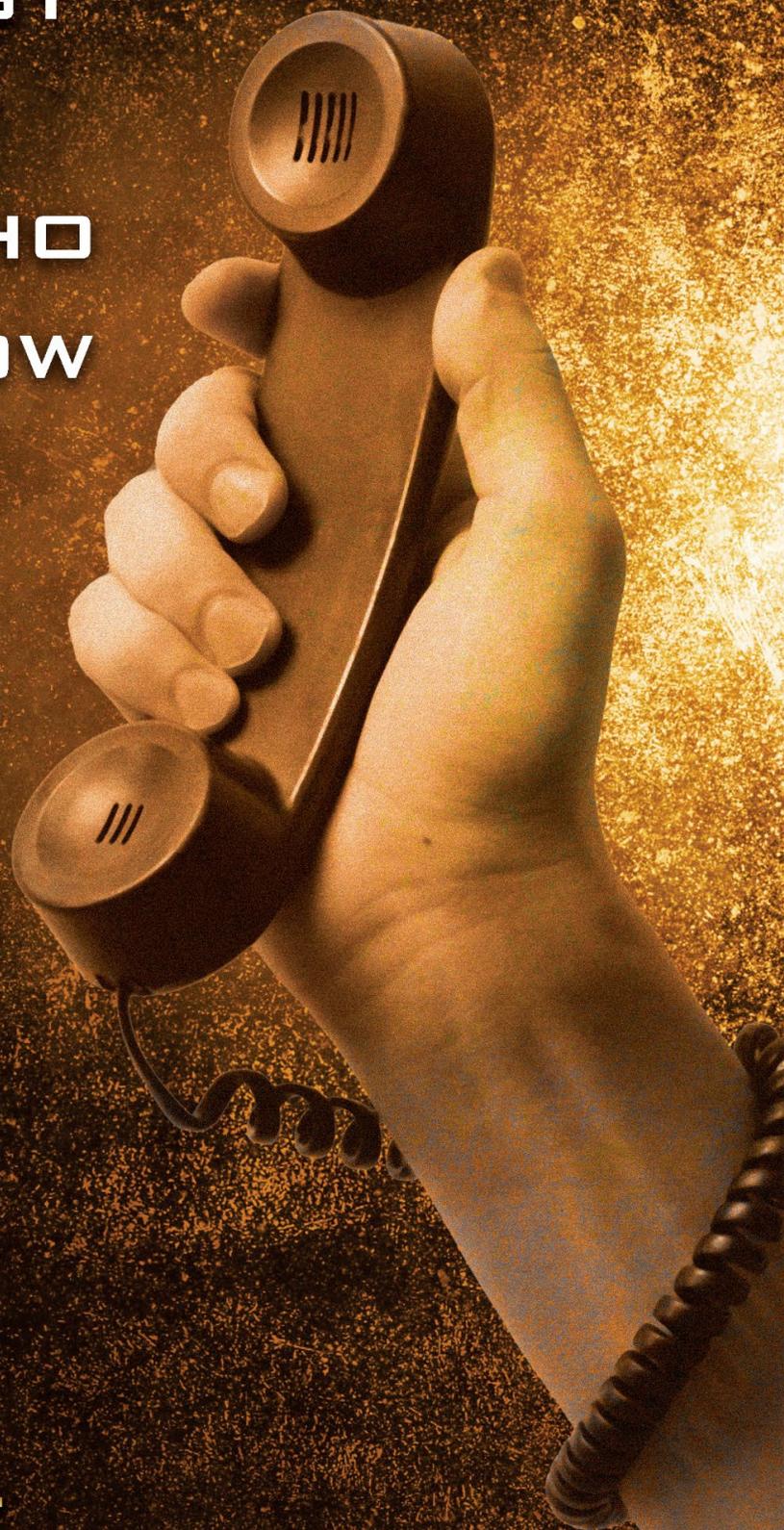
- CHECK all phone numbers against the National Do Not Call Registry (“DNC”) and do not call or text anyone who is on the list unless you have express written consent or an established business relationship.
- CHECK all phone numbers against your internal Do Not Contact list and do not call or text anyone who has previously asked not to be contacted, even if they previously gave consent or had an established business relationship.
- Do NOT call numbers and expect the consumer to tell you they are on the DNC. The call is a violation if that consumer was on the DNC before you called them. Apologizing and ending the call does not avoid liability.
- Do NOT make any calls outside of reasonable business hours. This applies to the time zone of the person you are dialing, so if you are dialing to earlier time zones be aware and be considerate. You must never dial outside of the 8 a.m. to 9 p.m. time frame (in the call recipient's time zone).
- Do NOT use autodialers or robo-dialers to call or text cell phones unless you have express written consent from the recipient.
 - Best to assume all phone numbers are cell phone numbers (or are ported to cell phones).
- Do NOT send automated or pre-recorded messages to any phone number unless you have express written consent from the recipient.
- Do NOT text someone unless you have their express written consent and you must comply with TCPA, including instructions and the ability to opt-out.

Failure to comply with federal and state laws (which can be even more restrictive) governing the various methods used to contact consumers (i.e., calls, e-mails, texts, faxes) can lead to significant monetary penalties.



**YOUR HOTTEST
LEADS ARE
THE ONES WHO
ALREADY KNOW
YOU.**

**STOKE THE
FIRE AND
BRING THEM
BACK!**



neighborly
THE
**DIAL
GAMES**

Gather Your List

As an introduction to the next section, we are overviewing what defines the date and/or criteria for a past customer for our Brand. Also, we know your resources may be limited or your ability to target the entire past customer contact list may not be feasible, therefore we've outlined best practices and tips to ensure you contact the most important past customers in priority order.

Past Customer Definition

Past customers are defined as:

1. Previous customers with expired Advantage Plans
2. Any customer with an unsold estimate
3. Previous customers that do not have an active advantage plan
4. Previous customers that have old equipment

Prioritization Criteria

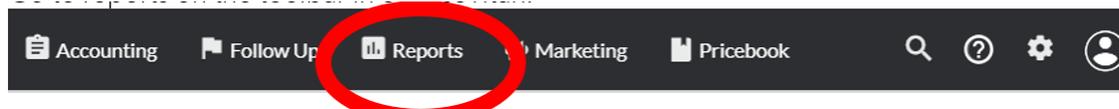
Prioritize customers who: Do not have Advantage Plans or those with Advantage Plans expiring soon.

Gather Your List

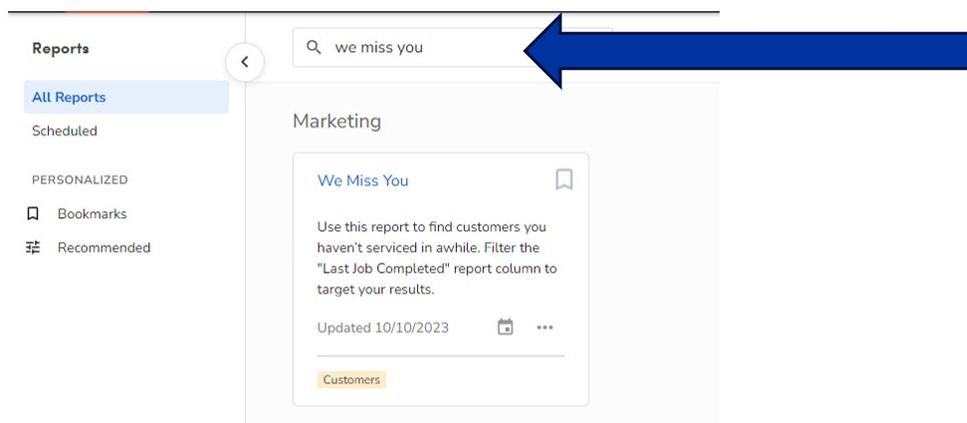
Steps to Pull your Past Customer Contacts

We have provided a detailed, easy step-by-step process for exporting past customer list from our Point-of-Sale (POS) system. If you have any questions as you follow the next few pages, please direct your questions to your FBC, or Director of Systems Kari Bogle karilea.bogle@nbly.com

How to pull **Previous customers with expired Advantage Plans** list:



2. Type **We miss you** in the reports search.



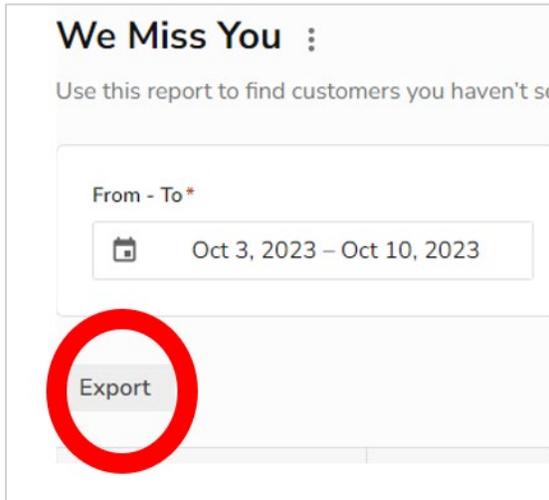
3. Select **Report** and fill in the date range, and any other customer fields desired and select **Run Report**.



Gather Your List

How to pull **Previous customers with expired Advantage Plans** list:

4. Export the list for easier workflow and distribute to agents.



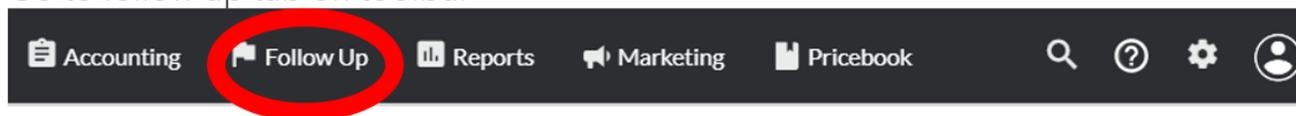
The screenshot shows a software interface with the following elements:

- Title:** "We Miss You :"
- Subtitle:** "Use this report to find customers you haven't se"
- Filter:** "From - To*" with a date range of "Oct 3, 2023 – Oct 10, 2023".
- Action:** An "Export" button, which is circled in red.

Gather Your List

How to pull **Any customer with an unsold estimate** list:

1. Go to the **Follow Up** tab on the toolbar.



2. Select **Unsold Estimates** on the left side.

A screenshot of the 'Unsold Estimates' view in the software. The left sidebar shows a list of menu items: 'Follow Ups', 'Unsold Estimates', 'Sold Estimates', 'Surveys', 'Recurring Service Events', 'Expiring Memberships', 'Expiring Credit Cards', and 'Leads'. A blue arrow points to 'Unsold Estimates'. The main area shows a table of unsold estimates with columns for 'Created On', 'Next Follo...', 'Job Compl...', 'Customer', 'Location N...', 'Location Address', 'Created By', and 'Phone'. There are also search filters at the top, including 'Exclude Opportunities with any Sold Estimates', 'Opportunity Status', 'Created By', 'Start', and 'End'.

Created On	Next Follo...	Job Compl...	Customer	Location N...	Location Address	Created By	Phone
7/31/2023	8/1/2023	8/1/2023	Dan and Danielle Moore	Dan and Danielle Moore	78 Church Road Hilton, NY 14468 USA	_asvdambrosiaric...	(585) 690-2717
7/28/2023	8/2/2023	7/31/2023	Margaret Gioia	Margaret Gioia	227 Greenway Boulevard Churchville, NY 14428 USA	jcirincione	(585) 281-6726
8/1/2023	8/2/2023	8/5/2023	Frank and Jeanne Lauta	Frank and Jeanne Lauta	14789 Highview Road Kent, NY 14477 USA	_asvdambrosiaric...	(585) 727-2672

Gather Your List

How to pull **Any customer with an unsold estimate** list:

- Select the date range. You can filter by job type, technician name, employee who created the estimate, opportunity status, etc. You can see how many estimates there are on this screen in the bottom right, and the dollar amount the estimates total. Export and contact customers.

Unsold Estimates 130

Business Unit: Job Type: Technician:

Exclude Opportunities with any Sold Estimates Opportunity Status: Created By:

Start: End:

[Refresh Table](#) [Export](#)

Technician	Job type	Sold Estim...	Open Esti...	Total Amo...	Recomm...	Highest Estimate ...	Opportunity Status	Last Follo...	Follow-Ups	GreenSky Op
Matt DiMora	Thermostat Installation/Repair	1	1	351	1	\$351.00	Not Attempted		0	
Don Burgio	Estimates	0	2	0	0	\$2,050.00	Not Attempted		0	
Charles Kowalski	AP Maintenance/Tune Up	1	1	17.33	2	\$45.90	Not Attempted		0	
						\$381,255.65				

1 - 25 of 130 items

This list will have to be constantly monitored and cleaned up. If estimates are no longer valid they need to be dismissed and cleaned off this list. Ex. If we left the customer 3 estimates and they elected to proceed with the estimate that included the other two, someone would manually have to dismiss the other two estimates. Click into estimate and dismiss.

View Job View Invoice **Dismiss**

Customer: Roger...

Location: 58 Gordon Road
Spencerport, NY 14559 USA

Phone: (585) 352-9538

Email: Reibl@rochester.rr.com

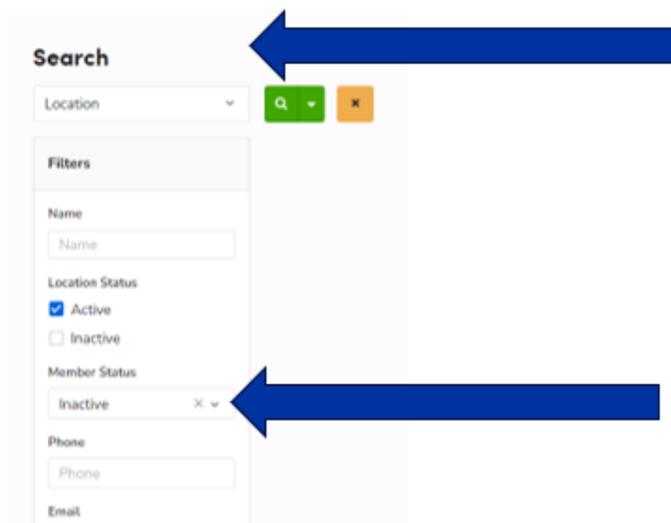
Gather Your List

How to pull **Previous customers that do not have an active advantage plan** list:

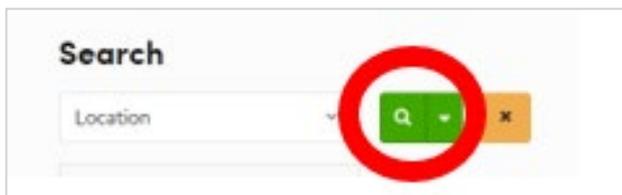
1. Select the magnifying glass on the top toolbar.



2. Change the drop-down on the top of the search screen to **Location** or **Customer**. Change the member status drop down to **Inactive**. This is going to provide you with all the customers or locations that are currently not active AP members, for various reasons.



3. Select the green magnifying glass at the top to search.



Gather Your List

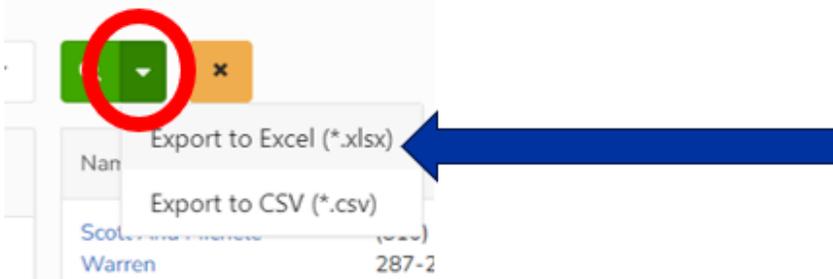
How to pull **Previous customers that do not have an active Advantage plan** list:

- Here, you can see how many calls you can make to customers that are not current Advantage plan members, and potentially sell them an Advantage plan. It may be appropriate in certain circumstances to offer special deals or discounts. This may require further account research or further filters on the search screen if necessary.

	269 Jericho Road	Harrisonburg	22801
	12391 Lord Fairfax Highway	Boysce	22620
	26 Spring View Boulevard	Luray	22835
	305 Buckingham Drive	Stephens City	22655
COCHRAN.ALAN@GM...	306 South Charles Street	Front Royal	22630
gaurdian2@aol.com	1692 Back Mountain Road	Winchester	22602
albertmingo628@gmail...	113 West 13th Street	Front Royal	22630
alexlemus79@gmail.com	135 Nature Drive	Stephens City	22655
jacksonhole@hotmail.co...	128 Armstrong Place	Winchester	22602

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- Export the list for easier workflow and distribute to agents.



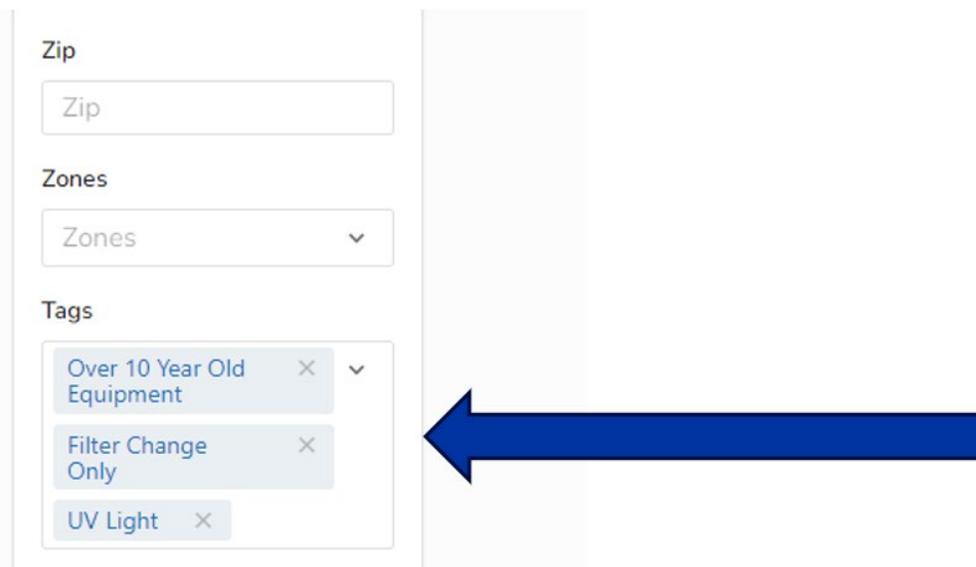
Gather Your List

How to pull **Previous customers that have old equipment** list:

1. Go to the magnifying glass on the toolbar.



2. Change the dropdown to location. Add in tag(s) you use to filter the customer data base. You can add multiples or just one of those options to pull a list. If you are tagging warranties this would be a good place to filter for warranties that are going to expire or to offer extended warranties.



3. Select the green magnifying glass at the top to search.



Gather Your List

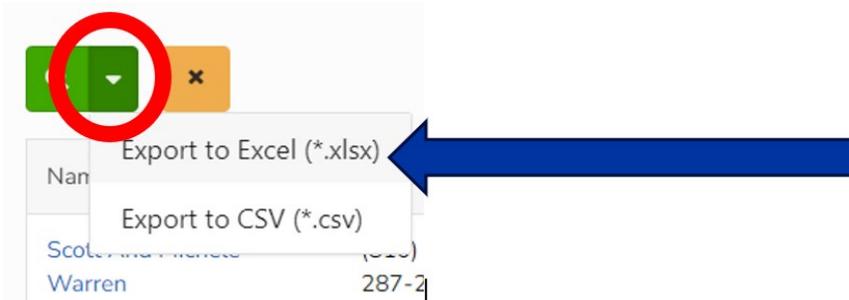
How to pull **Previous customers that have old equipment** list:

- You can see from this search how many contacts to customers you can make. It may be appropriate in certain circumstances to offer special deals or discounts. This may require further account research or further filters on the search screen if necessary.

Filters	Name	Phone	Email	Street	Unit	City	Zip
Name Name	Carol Dovidio	(585) 889-6307		113 Stover Road		Rochester	14624
Location Status <input checked="" type="checkbox"/> Active <input type="checkbox"/> Inactive	Chuck and Katie Gattel	(585) 305-4109	cgattel@icloud.com	251 Bridgewood Drive		Rochester	14612
Member Status Member Status	David DiSano	(585) 280-0039	djdisano@gamilc.com	110 Forgham Road		Rochester	14616
Phone Phone	Dennis Coccia	(585) 750-5440	denniscoccia@hotmail.com	2785 Dewey Avenue		Rochester	14616
Email Email	Erma and John Coniglio	(585) 944-1649	eporter3@gmail.com	373 Kilbourn Road		Rochester	14618
Street Street	Florine Thomas	(585) 703-9192	1stladyshaw@gmail.com	105 Ellery Road		Rochester	14612
Unit Unit #	Gary Zona	(585) 469-4720	gmzona53@gmail.com	494 Wiegman Road		Rochester	14624
City rochester	James and Karen Williams	(585) 703-7873,(585) 315-9602	jwwkjw@hotmail.com	50 Lac Kine Drive		Rochester	14618
Zip	Jason Campbell	(917) 301-7940	jwc3583@gmail.com	326 North Church Road		Rochester	14612
	Jason Mull	(585) 727-9047	lindemull@yahoo.com	20 Friel Road		Rochester	14623
	Jason Toates	(585) 732-8178	jason.toates@gmail.com	76 Stony Point Road		Rochester	14624
	Joanne Johnston	(585) 426-5438	jjohnston5438@gmail.com	31 Waldorf Avenue		Rochester	14606
	Kirsten Mosley	(585) 317-5968	ternikim4evr@gmail.com	69 Mercury Drive		Rochester	

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- Export the list for easier workflow, and distribute to agents.



There are other reports that can be pulled to call this group of people as well. In Legacy reports:

- Customer by Equipment Age Report Schedule
- Technician
- Sold By
- Inventory

Call Scripts Ideas

We have provided you recommended outbound call script ideas with key messaging to be used during the *Call Blitz*. Your final script should be clear, compelling, and aligned with our brand voice. Consider including urgency, exclusivity, and personalization to offer the best chance of booking a new service or appointment.

Previous customers with expired Advantage Plans

Call Script 1

Good morning/afternoon/evening, my name is _____ with Aire Serv. Our records indicate that your advantage plan with us is expired. We wanted to make sure we don't let that lapse too long for warranty, efficiency and safety purposes! When would be a good date for your next tune-up, next Tuesday or Thursday?

Call Script 2

Good morning/afternoon/evening my name is _____ with Aire Serv of _____. I see that we were recently at your home and left you an estimate for an advantage plan. Your current plan is expired, and we want to clean and extend the life of your HVAC unit. Would we be able to get you back on your 6-month schedule and renew that for you today?

Voicemail Script Ideas

We have provided recommended voicemail script that can be used during the *Call Blitz*. Your final script should be clear, compelling, and aligned with our brand voice. Including urgency, exclusivity, and personalization will ultimately increase response rates.

Previous customers with expired Advantage Plans

Voicemail Script 1

Good morning/afternoon/evening, my name is _____ with Aire Serv. Our records indicate that your advantage plan with us is expired. We wanted to make sure we don't let that lapse too long for warranty, efficiency and safety purposes! Please call or text us at your earliest convenience at _____ so we can get you on our schedule.

Call Scripts Ideas

We have provided you recommended outbound call script ideas with key messaging to be used during the *Call Blitz*. Your final script should be clear, compelling, and aligned with our brand voice. Consider including urgency, exclusivity, and personalization to offer the best chance of booking a new service or appointment.

Any customer with an unsold estimate

Call Script 1

Good morning/afternoon/evening, my name is _____ with Aire Serv. I see that _____ was at your home and left you an estimate for _____. We actually have special financing offers as well and wanted to be sure you were the first to know. I was following up to see what day we can get you on schedule for that repair, next Tuesday or Thursday?

Call Script 2

Good morning/afternoon/evening my name is _____ with Aire Serv of _____. I see that we were recently at your home and left you an estimate for _____. I wanted to follow up and answer any questions you may have and get you on our schedule to make the repair! You can take advantage of our low monthly price of _____, and I would be happy to set that up with you.

Call Script 3

Good morning/afternoon/evening, my name is _____ with Aire Serv. Our records indicate you got information on (previous estimate) we would love to get you on our schedule (date and time).

Call Scripts Ideas

Any customer with an unsold estimate

Call Script 4

Good morning/afternoon/evening, my name is _____ with Aire Serv. I just wanted to touch base with you regarding the estimate you were given for _____. I can offer you (dollar amount or percentage off) right now for this, would you be able to make this week or next week work?

Would it be okay if I follow up with you next week?

***This is the perfect opportunity to let the customer know about our many financing options.**

Call Notes:

- Mention monthly prices for our financing options to the clients.
- Make sure you are comfortable and confident with the technician invoice summary.
 - Ex. It appears John got you cooling today, but it seems we can't guarantee your compressor. Would you like to get on our schedule for that to be taken care of?
- Make sure you understand what you are empowered to do.
 - Ex. We can offer a special discount of _____ if we can get this done within the next week, month, etc.
- Be comfortable in getting to the root of the problem, whether it's a price objection, a time objection etc. Do what is necessary to save the call and schedule our customers!
- Read and know your audience. Feel the customer out to see what would work for a follow up from here.

Voicemail Script Ideas

We have provided recommended voicemail script that can be used during the *Call Blitz*. Your final script should be clear, compelling, and aligned with our brand voice. Including urgency, exclusivity, and personalization will ultimately increase response rates.

Any customer with an unsold estimate

Voicemail Script 1

Good morning/afternoon/evening my name is _____ with Aire Serv of _____. Our records indicate when we were at your home and left you an estimate for _____. I wanted to follow up and answer any questions you may have and get you on schedule to make the repair. We also wanted to inform you of our low monthly payment with our financing offers you can take advantage of for a limited time! Please let us know what date and time works best for you, you can reach us anytime by calling or texting us at _____.

Call Scripts Ideas

We have provided you recommended outbound call script ideas with key messaging to be used during the *Call Blitz*. Your final script should be clear, compelling, and aligned with our brand voice. Consider including urgency, exclusivity, and personalization to offer the best chance of booking a new service or appointment.

Previous customers that do not have an active Advantage Plan

Call Script 1

Hi, this is {**INSERT NAME**} with Aire Serv of {**INSERT DBA**} & I'm calling to talk to you about our Advantage Plan. I know we have serviced your unit in the past and we wanted to help you save some money and extend the life of your equipment. This plan offers you a 15% discount on any service work done, 2 yearly cleanings (one in the spring & one in the fall), and priority service (we can basically guarantee same-day service, even on busy summer days). We have openings ____ or ____ which one works best for you?

Call Script 2

Good morning/Afternoon/Evening this is {**INSERT NAME**} with Aire Serv of {**INSERT DBA**}. Our records indicate that you haven't been an Advantage plan member with us before, and we wanted to ensure you had all the information to sign up with us. Something to keep in mind, even if you must move unexpectedly, you can take the Advantage Plan with you. Something else that comes with the plan is a 15% discount with participating Neighborly companies like Mr. Electric, Glass Doctor, Mr. Rooter, and Mr. Appliance.

When speaking with existing clients who have not had an AP ensure you are offering MONTHLY APs before yearly, let them know the low monthly price!

Voicemail Script Ideas

We have provided recommended voicemail script that can be used during the *Call Blitz*. Your final script should be clear, compelling, and aligned with our brand voice. Including urgency, exclusivity, and personalization will ultimately increase response rates.

Previous customers that do not have an active advantage plan

Voicemail Script 1

Hi, this is {**INSERT NAME**} with Aire Serv of {**INSERT DBA**} & I'm calling to inform you about our Advantage Plan. I know we have serviced your unit in the past and we wanted to help you save some money and extend the life of your equipment. This plan offers you a 15% discount on any service work done, 2 yearly cleanings (one in the spring & one in the fall), and priority service (we can basically guarantee same-day service, even on busy summer days). We have openings ____ or ____ please reach out to us to schedule anytime at _____.

Other talking points:

- Extends equipment life
- Keeps equipment Safe
- Keeps warranties intact
- Can catch small issues before they become costly

Call Scripts Ideas

We have provided you recommended outbound call script ideas with key messaging to be used during the *Call Blitz*. Your final script should be clear, compelling, and aligned with our brand voice. Consider including urgency, exclusivity, and personalization to offer the best chance of booking a new service or appointment.

Previous customers that have old equipment

Call Script 1

Good morning/afternoon/evening, my name is _____. I am calling from Aire serv of _____. Our records indicate your HVAC unit(s) are XX years old. In our area, we typically see the life span of _____. In the event you do need a replacement, we want you to have all of your options. We send out our home comfort advisor for a free in-home estimate. Would ____ or ____ work best for you to schedule?

Call Script 2

Good morning/afternoon/evening, my name is _____. I am calling from Aire serv of _____. Our records indicate your HVAC unit(s) are XX years old. In our area, we typically see the life span of _____. We noticed there were some repairs you already had done, and we wanted to make sure there was nothing else the system needed. What day could we schedule our service professional out to take a look and clean the unit?

***This is the perfect opportunity to let the customer know about our many financing options.**

This is also a great opportunity to offer Extended Warranties



Voicemail Script Ideas

We have provided recommended voicemail script that can be used during the *Call Blitz*. Your final script should be clear, compelling, and aligned with our brand voice. Including urgency, exclusivity, and personalization will ultimately increase response rates.

Previous customers that have old equipment

Voicemail Script 1

Good morning/afternoon/evening, my name is _____. I am calling from Aire serv of _____. Our records indicate your HVAC unit(s) are XX years old. In our area, we typically see the life span of _____. We noticed there were some repairs you already had done, and we wanted to make sure there was nothing else the system needed. We were looking for a day to schedule our service professional out to take a look and clean the unit, please give us a call or text back at ____ to get you on schedule.

Local Offer Ideas

We highly recommend you have local offers to entice past customers to book another service or project! Keep in mind when winning back a past customer, you don't have the cost of acquiring them, therefore based on the type of project or service, an offer may just put more appointments on the board!

Consider making a more competitive offer than you would for new customers, as a first service after win back strategy.

Offer 1: Previous customers with expired Advantage Plans

Members Get Annual Tune-ups As Part of the Advantage Plan Membership

This membership benefit is only valid for existing active members of the "Aire Serv Advantage Plan" membership, no coupon required. Not valid or stackable with any other discount or membership benefit. All services are performed by independently owned and operated franchises. Terms and Limits Apply. No cash value. Valid only at participating locations. Offer must be presented at time of order. Services may vary by location. Other restrictions may apply.

Offer 2: Any customer with an unsold estimate

10% Off Any Service

Discount does not apply to new equipment installations. Not valid with any other offer. All services are performed by independently owned and operated franchises. Terms and Limits Apply. No cash value. Valid only at participating locations. Offer must be presented at time of order. Services may vary by location. Other restrictions may apply.

Offer 3: Previous customers that do not have an active Advantage Plan

Members Get 15% Off Any Service As Part of the Advantage Plan Membership

This membership benefit is only valid for existing active members of the "Aire Serv Advantage Plan" membership, no coupon required. Discount does not apply to new equipment installations. Not valid or stackable with any other discount or membership benefit. All services are performed by independently owned and operated franchises. Terms and Limits Apply. No cash value. Valid only at participating locations. Offer must be presented at time of order. Services may vary by location. Other restrictions may apply.



Local Offer Ideas

Offer 4: Previous customers that have old equipment

\$500 Off Installation of a New High-efficiency HVAC System

Discount only applies to **full system high-efficiency heating & cooling installations**. Not valid with any other offer. All services are performed by independently owned and operated franchises. Terms and Limits Apply. No cash value. Valid only at participating locations. Offer must be presented at time of order. Services may vary by location. Other restrictions may apply.

Offer 5: Previous customers that have old equipment

Free 1-year Advantage Plan Membership With the Purchase of a New High-efficiency HVAC System

Discount only applies to high-efficiency equipment installs. Not valid with any other offer. All services are performed by independently owned and operated franchises. Terms and Limits Apply. No cash value. Valid only at participating locations. Offer must be presented at time of order. Services may vary by location. Other restrictions may apply.

Offer 6: Additional Offer

\$50 Off Your First Completed Repair

Not valid with any other offer. All services are performed by independently owned and operated franchises. Terms and Limits Apply. No cash value. Valid only at participating locations. Offer must be presented at time of order. Services may vary by location. Other restrictions may apply.

Offer 7: Additional Offer

\$59 Tune Up

Not valid with any other offer. All services are performed by independently owned and operated franchises. Terms and Limits Apply. No cash value. Valid only at participating locations. Offer must be presented at time of order. Services may vary by location. Other restrictions may apply.

Local Incentive Ideas

Boost the stakes with local office prizes! A touch of friendly competition is a powerful way to keep your team engaged, motivated, and sharply focused on **growing overall customers**.

Prize Ideas for the Bold

- ★ **Cash Bonus** – A little extra \$ never hurt anyone!
- ★ **Extra PTO** – Let the winner take time off.
- ★ **Gift Cards** – Coffee, lunch, or a gas card.
- ★ **Team Lunch** – Celebrate with a meal!
- ★ **Trophy or Championship Belt** – Give the winner bragging rights with a fun, rotating prize.
- ★ **Company Swag** – Branded gear, tumblers, or even a comfy hoodie.
- ★ **Mystery Grab Bag** – Fill a bag with surprise goodies and let the winner choose blindly!

The stakes are high and the competition is intense—get your team ready to step up, compete boldly, **and win back those customers!**

Neighborly Prizes

Neighborly is excited to host our second *Call Blitz* campaign across 18 North American Brands! To support your efforts, and encourage a competitive spirit, we are pleased to offer numerous prizes across various revenue tiers to recognize and reward great effort! **Over \$200,000* in total prizes!**



First Place Prize

Local Marketing Investment to execute on local tactics in your market!



Second Place Prize

Ground Game materials to execute on local canvassing or other local community efforts in your market!



Third Place Prize

Customer appreciation gifts you can give to your most valued customers to earn more raving fans!

Revenue Tier	First Place	Second Place	Third Place
\$0 to \$500K	\$5,000	\$5,000	\$500
\$500K to \$1.5M	\$10,000	\$6,000	\$600
\$1.5M to \$3M	\$15,000	\$7,000	\$700
\$3M to \$6M	\$20,000	\$8,000	\$800
\$6M to \$10M	\$25,000	\$9,000	\$900
\$10M to \$25M	\$30,000	\$10,000	\$1,000
\$25M +	\$35,000	\$11,000	\$1,100

*If a winner is in Canada, prizes will be awarded in Canadian dollars, calculated based on the equivalent exchange rate in effect on the date of issuance.



If you need assistance at any point during the Call Blitz, please reach out to your Franchise Business Coach or your Local Performance Marketing Coach.

We're here to ensure your success!