



CENTRIQ



WHAT TO KNOW AND SAY

Why Centriq makes the Ultimate Home Inspection so valuable to your clients

// WHAT IS CENTRIQ?

- Centriq (pronounced “Sen-Trick”) is the digital user manual for everything in your home,
- With Manuals, parts and supplies, and instructional videos for every product,
- With maintenance reminders so you know how to keep your home in good shape,
- 24/7 product safety recall monitoring, so you can rest knowing your home is and continues to be safe for you and your loved ones.
- Add your electronics, power tools, gear and gadgets—up to 100 items. It’s not just for appliances and equipment.
- As you add everything you own, you also build your insurance inventory so you’re ready when adversity strikes.

// WHAT DOES CENTRIQ COST?

- A one-year subscription to Centriq is included with the Ultimate Home Inspection. If clients were to subscribe to Centriq on their own it costs \$60 and does not include the Centriq Insights report.
- Centriq sends an email to your client to renew their subscription with a discount at the end of the year.
- If they choose not to renew, your client keeps access to everything that was added during the first year. The only thing that requires an active subscription is adding new items.

// WHY DOES YOUR CLIENT NEED CENTRIQ?

- Plan for future expenses or negotiate costs - Know the age of appliances and HVAC equipment along with the remaining useful life on each item, so you can plan your future expenses for things that need to be replaced and when.
- Safety awareness - Know if anything is recalled, so you can negotiate with the seller to fix it first, or provide a concession.
- Be prepared - Home ownership in the digital era means skipping the junk drawer filled with manuals and having your home at your fingertips.

DID YOU KNOW

It is illegal to sell a recalled product. That includes selling a home with a recalled item in it.

Centriq can decode the date of manufacture from just the serial number for 50 of the major brands in appliances and heating and cooling.

An estimated \$700 Billion is spent annually on property damage, injuries and deaths due to faulty consumer products. That’s more than \$2100 per US household annually!

Every 1 in 2 homes contains something recalled, 1 in 38 inspections has an appliance or HVAC item recalled.

TRY AND SAY THIS



This script can get you started with your own pitch. It's a starting point to modify and make your own—just one recommendation of how to present Centriq as a strong reason to upgrade to the Ultimate Home Inspection.

There is one more thing I'd like you to consider.

You're already getting our very thorough home inspection, so you're covered there. But I'd like to make sure that you're not only taken care of today, but that you continue to be informed about the safety of your home for years to come.

Plus, I'd love to not only give you everything you should know about *your home*, but also about the equipment and systems *in* the home, as those have an impact on your safety, comfort, and the value of your home as well.

I use an app called Centriq that is included in our Ultimate Home Inspection. With it I can scan every appliance and piece of equipment in your home, and it gives me:

- The age and remaining useful life,
- It tells me if any of it has an outstanding safety recall,
- And since you get the app with our Ultimate Home Inspection, it'll keep monitoring for safety recalls for as long as you keep the app.

And you can add everything else you own so it monitors all of it. Electronics, power tools, sports equipment, all your gear and gadgets.

Did you know that on average one in two homes in America contains at least one recalled item? Just scan everything you own and see if you can find one.

We see a recalled product during our inspections every 38 homes or so, and that's just for the major appliances and heating and cooling equipment we capture. Some of those recalls are pretty serious too, with risk of fire or bodily injury.

The app also gives you quick access to all the manuals and other documents related to each product, plus it has one-click access to all the right parts, like filters, etcetera, and handy videos on how to operate and maintain these products, like how-to replace that filter. It can also be a great start to your insurance inventory.

I think having Centriq will give you a lot of peace of mind for years to come. Plus, don't you want to know if anything is recalled before you close on this home?

What do you think, shall I add it on?

CONSIDER THIS

If you're not including Centriq in your inspections, you are depriving your customers of some really valuable features that long outlast your inspection.

REMEMBER

Order your Centriq binder inserts from Pillar To Post in the Ad Creator shopping cart.

GET HELP

Visit mycentriq.com/pillartopost for downloads, information, and other resources.