

# Spring HVAC Preparation Tips

A graphic featuring the text "SPRING HVAC PREPARATION TIPS" in large, white, bold, sans-serif capital letters. The text is centered over a background image of a field of green plants with purple flowers in the foreground, under a blue sky with light clouds.

## SPRING HVAC PREPARATION TIPS

Spring isn't in the air yet, but that doesn't mean you shouldn't be getting ready. Meteorologists are predicting a warmer than normal spring for Chicago starting at the end of March. With that in mind, we've put together a quick rundown of services and checks that you can offer to your customers to ensure that their systems are ready for the warm weather.

- Check the filters. Some homeowners will wash and change their filters religiously, but they are the exception. Chances are that their filters haven't been checked since the last time you did it.
- Check the vents. Checking the furnace vent, dryer vent, and water heater vent won't take long and it's a good practice for both safety and efficiency reasons.
- Wash the condenser. A simple combination of soap and water will be enough to clear most dirt and detritus from the cage and fins. A condenser treatment is also a great option for this step.
- Check the ductwork. We recently covered how duct cleaning is a great way to expand your offerings. Use spring checkups as an excuse to push duct cleaning and leak sealing services on customers who could benefit from them.
- Spot check for other issues. Overgrown foliage can affect air-conditioner performance and a poorly sealed home can affect perceived comfort. Now you're neither a landscaper nor a general contractor, but those problems intersect with your job so it's a good call to keep an eye out for them.
- Perform a full condenser inspection. Checking the drain line and the condenser coil are the biggest things, but something as simple as tightening screws can reduce condenser noise and make an appreciable difference to your clients.

One final piece of advice: Don't be afraid to pitch an upgrade. There's a fine line between sincerely suggesting an improvement and using a maintenance visit to hawk products. You don't want your clients to think that they're nothing but a check to you, but deferring and never recommending upgrades could hurt your business and their comfort in the long run. Don't suggest replacing a two-year 14 SEER condenser if it's functioning perfectly, but if they have a struggling 10 SEER unit, it's not out of line to mention the energy savings (and tax credits!) available with a high-efficiency unit. If new equipment isn't the right move, you can also suggest upgrading to a smart thermostat or adding a ventilator or dehumidifier.

Don't let the fact that there is still snow on the ground lull you into a false sense of security. Spring is right around the corner and if you have all your ducks in a row now, it will make taking care your

customers that much easier when it comes time for all those maintenance visits and service calls. If you're looking for a straightforward checklist to help keep you organized on AC service calls, we have just the thing for you!

AC Checklist