



Sell more comfort. Build long-term revenue.

The Palmetto Comfort Plan helps contractors close more HVAC installs by removing upfront cost barriers for homeowners, while creating predictable, long-term revenue for your business.

Backed by Palmetto, a trusted clean energy partner for over 15 years.

How It Works

Simple for customers.
Scalable for contractors.

- 1 Homeowner enrolls in the Comfort Plan
- 2 System installed with **\$0 upfront cost**
- 3 One monthly payment covers equipment, install, service, and maintenance

Why Dealers Choose Comfort Plan

Increase Deal Conversions

- Soft credit pull (650+ FICO)
- No DTI requirements

Accelerate Revenue Growth

- ~20% higher revenue vs. cash or loans
- \$18K average system value

Reliable, ongoing revenue stream

- \$1,500–\$2,000 in 10–12 year maintenance revenue per system sold
- \$3,500+ in service opportunities per system

What Palmetto Handles

- ✓ Financing & approvals
- ✓ Warranties & maintenance plans
- ✓ Digital contracts & payments
- ✓ Ongoing customer support

Why Homeowners Love It

- ✓ Peace of mind
- ✓ No upfront cost
- ✓ One predictable monthly payment
- ✓ Maintenance and repairs included



Turn every install into a long-term relationship
<https://palmetto.com/business/lightreach-hvac/become-a-partner/jb-warranties>

Terms, conditions, and exclusions apply, see lease/PPA contract for further details

