



The Virginia Memorial Chess League



The League is the next phase of Howard Aire Services' evolution! We're going out into the public! The goal, every day, all day long, is to increase the size and quality of our database.

How much help have you been so far? Are you giving out brochures? Are you asking for referrals. Have you put every homeowner you know into our database? How many people have you explained the \$25 and \$250 to? Have you been making sure there's a lawn sign when we finish a job? Sooner or later to earn more, you will have to start doing the other part of this position!! Remember this..."This is not going to be your typical HVAC position. You'll need to keep your head on swivel, take more notes than you have in years, and study in your off time. Know going in that no matter how good you are at HVAC repair and

maintenance, that's not the only part of the job or the compensation!!”

It's time. We are going to teach you how to get businesses to let you help their business. To be ready, you need to work on your customer service skills. It will also be extremely if you learn how to play, referee, coach, and organize chess. Scholarship Chess will provide all the customer service, and chess training you need to qualify for upper management and higher earnings at Howard Aire!

How soon will you be ready to commit to being more than a technician. Can you wear more than 1 hat? lol Mr Marcas is wearing many hats, I'm wearing many hats and Ms Rebecca is hat shopping. Are you hat shopping?

I challenge everyone to get ready for what's coming. We can ride this wave of education and evolution in our industry all the way up to 2050, 2060, and beyond!

1.) Practice conscientiousness in all things when you are on the clock.

2.) Make regular contributions to your database.

3.) Improve your ability to work alone and/or with less experienced techs.

4.) Use sharing the brochures, getting referrals, and asking customers to let us place signs to improve your customer service skills and income.

5.) Learn Chess

6.) Have fun knowing that everyone around you will rejoice when you are wearing more hats and earning more money!!

It's taken a year to dig out real tea on the HVAC industry! The truth surprises people at all levels of the industry, except the top! Reading and sharing the information in your newsletter will help you protect the customers you meet from what they have planned for them. Let's make the triple win... customer, you, and us! We promise to do

everything we can to put 3 digits on both sides of the comma in your income. \$000,000!!

LET'S GO!!