

Commercial Energy-Services Qualifying Sales Questions

Is Management concerned about operating costs?

- Are you feeling any pressure to cut operating costs yet?
- Are you feeling pressure to reduce the cost of your service agreements?
- Are you feeling pressure to reduce your utility bills?

What about your tenants?

- Is your building 100% leased now?
- When is the next lease due for renewal?
- Are you getting pressure from tenants to reduce operating costs?
- Are your operating costs affecting renewals and your vacancy rate?

What are you doing about it?

- Do you know how much you're spending on energy today?
- Do you know how that compares to similar buildings in your market?
- What are you and your current service provider doing to reduce operating costs?
- If I could identify opportunities to immediately reduce your operating costs and improve cash flow, would you be interested in learning more?