Thank you for your interest in America's #1 flat rate pricing system for the HVAC, plumbing, and electrical industries. Please take a moment to read this page. It will help you determine if Flat Rate Plus® is right for you.

Flat rate pricing is simply offering your client a firm, up front price before you do the work. This is what you are already doing whenever you write a sales proposal, sell a service agreement, or offer to perform a "clean & check" for a set price. Most industries use flat rate pricing.

Flat Rate Plus® is a software program and is our top selling flat rate product. In fact, it may be the best selling flat rate software in America. This flat rate software program is so easy to use, you could be printing your books in about an hour.

A Few Notes About Flat Rate Pricing

- Flat rate pricing generally allows you to charge more because you are not itemizing your invoice.
- T&M invites unfair and uneducated criticism of your labor charges that you can't justify. Consumers will always <u>compare your hourly rate</u> to <u>their hourly pay</u>. You'll never be able to justify reasonable labor rates.
- Customers complain less because they know the price before the work begins. No sticker shock. Customers approve everything. Customers also appreciate knowing they're paying the same price for the same repair as everyone else.
- Collections are easier because prices and payment are discussed in advance.
- Technicians prefer it. A nationally standardized flat rate price book is authoritative and easier to explain. The price is "not their fault".
- You will see fewer invoice errors because technicians copy the descriptions and prices right out of the book.
- Labor times are based on the "average technician". Your company will benefit from fast efficient work.
- It's easier to sell equipment against high repair costs because the customer can see the price of new versus the price of a repair.
- Maintenance agreements are easier to sell because the customer can see the discount they would get on the repair if they owned one.
- Experts overwhelmingly recommend flat rate pricing. The nation's big franchises use it.

Some Flat Rate Pricing Misnomers

#1: We Don't Tell You How Much To Charge: A reputable flat rate book provider should never tell you what to charge. This is a personal decision that should be based on sound accounting and business analysis.

#2: Your Price Books Are Generally Very Small: You might do 100 different repairs 80% of the time. A good miscellaneous section covers the rest. Your books only need to be a couple of hundred pages.

#3: You do NOT have To Change Payroll: You can still have everyone clock in and clock out; or pay them any way you wish. Flat rate pricing does allow you to pay your people based on performance (book time) just like the automotive industry is famous for doing.

Industries Covered

Flat Rate Plus is pre-loaded with your choice of HVAC, plumbing, or electrical repairs. It's easy to change prices, add repairs, modify labor times, and update descriptions. You're able to change almost everything.

Software Installation and Setup

Installation is simple and takes about ten minutes. To setup the software, you only need to answer thirteen questions. You then inactivate the repairs and installations you don't need. This process might take thirty to forty five minutes.

General Features

1. Interfaces seamlessly with the award winning Total Office Manager® software program.

2. We have been making flat rate pricing systems since about 1996. We have had a lot of years to perfect this product.

3. Flat Rate Plus includes an easy to use setup wizard. This wizard makes setting up the software and implementing flat rate pricing even easier and faster.

4. A powerful labor rate calculator is included. This full-featured utility is a program in itself. It was designed and written exclusively by us to make calculating your retail labor rates a breeze. This program is integrated into Flat Rate Plus and is a $200.00 value.

5. You may add a company logo or other image to the company information form.

6. A Spell Check feature has been added to the program. This utility includes a large dictionary complete with industry specific words.

7. A powerful utility called Task Edit has been added. It allows you to quickly make global changes to hundreds of tasks in seconds.

8. A flexible utility called Labor Edit allows you to add to or reduce labor time for hundreds of tasks. Other options allow you to add an intelligent query to your search.

9. Our new and improved export utility includes export formats for many accounting programs. Please contact us for a complete list.
An enhanced Import Utility is included. You may export you data in most all popular formats.

10. Use your own part number and your own prices or use ours! We have a built in import for various suppliers.

11. The Advanced Search Utility makes it easy to locate what you're looking for.

12. A Find and Replace Utility allows you to quickly replace our terminology with your own.

13. You can add Travel fees, diagnostic fees, or other flat fees to tasks at a department level and by column. You can also avoid adding fees to tasks with no labor assignment.

Printing Your Books

You can print your books or save them to a disk and let a printing company print them for you. You are allowed to print as many books as you want; anytime you feel like it. Remember, you own this software. If you subscribe to a flat rate book service, you may end up paying a lot more money than you ever imagined.

Enhanced Report Features

1. You have the ability to round the flat rate repair amounts. For example: $234.87 becomes $235.00. This makes it easier on the technicians and office staff to deal with the paperwork.

2. Reports have the ability to include an image such as a company logo or photo of your building.

3. A label can be included on the footer of all Technician Reports. You have the ability to add notes (by category) to your reports.

4. The ability to break out materials and labor fees in your price books (AKA: technician report).

5. An exciting new report was recently added called Commission Report. This Performance Based Compensation report offers you the unique opportunity to provide your coworkers with a report that clearly shows them what they may be paid for the work they complete. You have a lot of power when it comes to options on this report. You can establish a fixed fee for these items of a percentage of retail or gross profit. You can base commissions on retail price or the price you pay. This is a huge addition and one of the most popular feature requests.

6. A new Index/Cross Reference report was recently added. This report allows the reader to cross reference tasks with parts or parts with tasks. You can quickly look up a task by the part that the task uses.

7. Several new flat rate price book styles were added to our latest version. These new styles reflect changes requested by our users.
   You now have the ability to set the background color of the Preferred Savings label.

8. We recently added the ability to print bar codes in place of task and item numbers in all reports. You can even print a list of all tasks with associated items and have both include bar codes.

9. Many new report options have been included offering you even more flexibility than before.

Help and Support

- We totally rewrote the Flat Rate Plus User Manual. We took into consideration dozens of suggestions from our valuable user base.

- A new Quick Start Guide has been created. It's packed with tips on how to setup the software, conducts meetings, handle telephone calls, and more.

- The Help system has been greatly enhanced. We have lots of information, reference data, and advice.

- We also include Video Help files. These videos show you how to add repairs, change prices, and more.

- We include ninety days of free software updates and technical support. If you have a question or need help, you just give us a call.

Pricing and Updates

We use Johnstone, Grainger, and Hodesco part numbers and prices. We have full-time employees who carefully maintain the software and update all pricing. They monitor several major part suppliers and equipment manufacturers for changes. Our software is kept current and accurate through constant and ongoing updates.

Is Flat Rate Plus Expensive?

We have databases for HVAC, plumbing, and electrical. Flat Rate Plus with one database is just $2499. There are NO annuals fees and you OWN this software. Please call us at 866-878-1389. We run specials from time-to-time.

Where To Go From Here

We recommend that you first educate yourself on flat rate pricing. Once convinced, you should decide which company and what flat rate pricing option best suits your needs. Of course we sure hope you choose us.

Want More Information?

Please feel free to give us a call at 866-878-1389. We're open 8am to 5pm Central time, Monday through Friday.