

# 5 Key Steps to Prepping for the Heating Season

Here comes the cold - and here come the customers!

## 1

### GET PLANNING

Don't let the winter rush take you by surprise - again. Make plans now, while you have a bit of time, for how you'll get your field service business through the heating season.

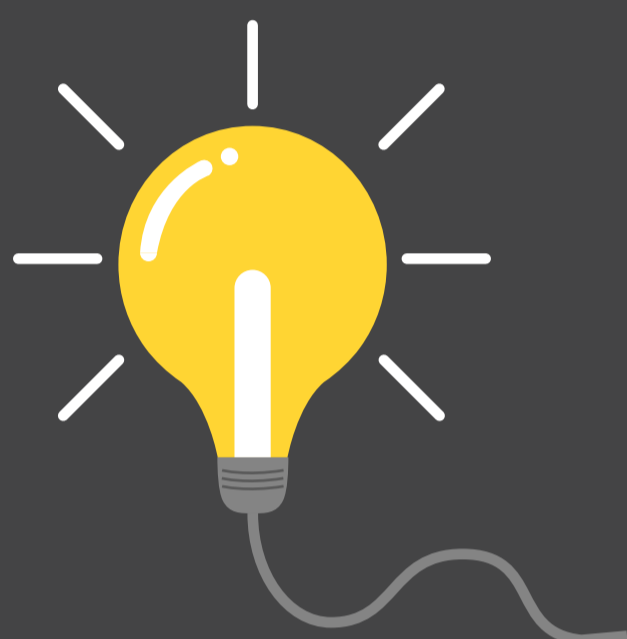
- 1 Look at previous years' records to determine how busy it'll be
- 2 Plan a training session for your staff
- 3 Find productivity tools which could help
- 4 Brainstorm ways to help customers flowing in



### GET CUSTOMERS ON BOARD

Before the busy season, try to train your customers to request regular maintenance visits during the summer instead of the winter.

- 1 Find the customers who would be most receptive to a summer service offer
- 2 Brainstorm incentives that will entice customers to schedule services during the summer
- 3 Be sure to have the resources to implement the incentive
- 4 Write, design and schedule the offer



## 2

### GET YOUR VANS READY

It's important to clean your service vans and take care of any routine maintenance before you're slammed with work. This will help to stop your vans from breaking down.

- 1 Determine which vans need to be servicing, and be sure you have the parts you need
- 2 Decide who will be doing the cleaning/servicing
- 3 Schedule time to clean and service all your vans
- 4 Follow up to make sure all tasks were completed properly



### GET TECH

Think about the tech you have and how well it serves your business. Look into the cost of upgrading/replacing any slow or unreliable devices.

- 1 Make a list of all the tech tools your team will depend on this heating season
- 2 Determine which tech can be updated and schedule these tasks
- 3 Create a list of your needs and comparison shop for the tech
- 4 If needed, schedule training sessions for your employees



## 4

### GET COMMUSOFT

Profiting through the winter season is easier when you use **Commusoft** - the all-in-one, cloud-based software solution designed for field service businesses with multiple engineers.

Boosting your field service business's efficiency this winter means purchasing one software solution that takes care of multiple tasks.

- ★ Watch our 15-minute demo



## 5

 [DOWNLOAD THE FULL GUIDE HERE - PLUS CHECKLISTS](#)

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