

# **Sells Conversation Recommendation - Date: 2024-11-10**

Hello John! It's great to hear you're considering adding an elevator to your building. Here's a summary of what we discussed and the next steps:

**Building Details:** You have a four-story building from the 1920s with both residential and commercial tenants, and you're looking for a solution that fits within limited space while preserving the building's aesthetic.

**Elevator Options:** We offer compact elevator models that are designed for tight spaces and can be customized to blend with your building's architecture. Additionally, our elevators are energy-efficient, which can help reduce your operating costs.

**Installation Process:** Typically, our installations are completed within a few months, and we make a concerted effort to minimize disruption to your tenants. We coordinate closely with your management to ensure a smooth process.

**Maintenance and Support:** Our after-sales support includes comprehensive maintenance packages, 24/7 emergency availability, and regular check-ups for optimal performance.

**Cost Estimation:** I will prepare a detailed proposal with cost estimates, and we offer financing options to make the investment manageable.

As discussed, I'll arrange for one of our specialists to assess your building this week. This will help us provide a more accurate quote and finalize the project details.

If you have any further questions or specific requirements before the site visit, feel free to reach out. Looking forward to working with you!