



VALCOURT
GROUP

**Elevator
Interiors**

Cross-Selling Sheet



Adding Elevator Interior Services to Current Clients

Signs of Opportunity

1

Elevator panels are scratched, dented, missing, or outdated.

2

Building has new ownership and is renovating.

5 Simple Questions To Ask:

1. Did you know we have a specialized division that fabricates and installs elevator interiors (think the pretty stuff, not the mechanics of the elevator)?
2. When was the last time your elevator interior was updated?
3. Did you know most elevator interiors are updated every 8 years?
4. Do you have a lobby renovation coming up that includes your elevators? (Our elevator interiors division typically works directly for the building ownership and management to provide significant cost savings and installation expertise.)
5. Do you have a budget set aside for the project?

What We Do

- Custom Design elevator interiors to meet building brand and design standards
- Custom fabricate in our shop in Texas
- Ship to site along with an installation team
- It typically takes one day to remove and one day to re-install
- Licensed to install in Texas, North Carolina, Florida, Georgia, South Carolina, Louisiana, Tennessee, Alabama, Mississippi, Virginia, West Virginia, Ohio

DISCOVERY



Capacity of the elevator (usually found imprinted on the button panel)



Height from floor to actual ceiling (which is typically higher than the visible ceiling)



Budget per elevator (range typically starts around \$15,000 and can be as high as \$75,000)