

## FREE SECURITY SYSTEMS?

If you are a homeowner you may periodically receive offers of FREE Wireless Security Systems from various companies. The current internet special (as of 5/25/09) from one of the companies is advertised as a Value of Over \$850. There is a \$99 installation charge and a required 36 Month U.L Central Station Monitoring Agreement at \$35.99 per month (\$1,295.64). That is a total cost of \$1394.64 for the first 3 years. There are other variations of this offer by this and other companies with installation charges ranging from \$49 - \$199.

The package normally includes: 1 Alarm Panel, 1 Motion Detector, 3 Door/Window Sensors, 1 Key Fob, and 1 Interior Siren, 24 Hr Battery Backup, 1 Sign and Window Decals. At the end of your 36 Month Monitoring Agreement you own the system.

Is the "FREE" system a bargain? Do you really save money? You be the judge...

However, before you make your decision there are three things you should be aware of with most of the FREE Systems:

1. While you may "own" the system, you probably cannot have it serviced or monitored by any competent alarm company other than an authorized dealer of the equipment affiliated with the national company. This is because the system may be "proprietary" or have "installer lockouts" to prevent anyone but the affiliated dealers from servicing or monitoring the system. So, after your initial 36 months have expired, you may become trapped into paying higher monitoring and service fees through the affiliated dealers, as you cannot effectively shop for service and monitoring from other qualified alarm companies in the area. Owners of these systems, who call us for service, typically tell us they were not made aware of these issues at the time of signing the Agreement. Maybe it is in the fine print somewhere on the Agreement or Contract.
2. "Satisfactory credit history required". That means a full credit check. Your credit score is obtained by the company or its affiliate. If your score is not "satisfactory", the monthly monitoring charges may be higher or you may not even qualify for the so-called FREE system. Safe and Sound does not check your credit history.
3. You must be a homeowner. Safe & Sound does not require you to be a homeowner.

Safe and Sound can install an equivalent system, *charge you for the system*, and charge you our standard 36 month monitoring fees for U.L. Central Station Monitoring and the total cost will normally be the same or less than the FREE System Package. Our basic system also includes 1 exterior siren (usually not included with the free system). Without an exterior siren, your neighbors will never know there is a problem at your home.

Safe and Sound is a totally transparent company. You are fully aware of what we install and the terms. Our installations do not have "installer lockouts" unless you request it and the systems are not proprietary. *We want you to do business with us because of our pricing, products and unsurpassed service.* If you are unhappy with anything we do, we honor your right to shop for another provider.