

So now that you have learned **STEP #1**

you can easily explain to the homeowner why your service is safer and will produce better results. Just keep in mind that doing it the *right way* will take you longer. Where some contractors brag about 'blowing off 3 to 4 houses per day' you may only be able to wash one the *right way*.

As you are speaking with your prospective client be sure to mention that when you finish you will leave behind a safe environment. This is very important to the homeowner especially if they have children, grandchildren, pets or want to plant flowers any time soon.

STEP: 2 NOW LOOK THE PART

WHEN YOU SHOW UP

- Show up with a clean, well organized vehicle.
- Show up wearing a 'button-up' uniform shirt.
- Show up with pictures and testimonials. *and above all else...*
- Show up with all of your MSDS Sheets.
- And ALWAYS leave the Tri-Fold on pages 14 & 15.



TECH TALK:

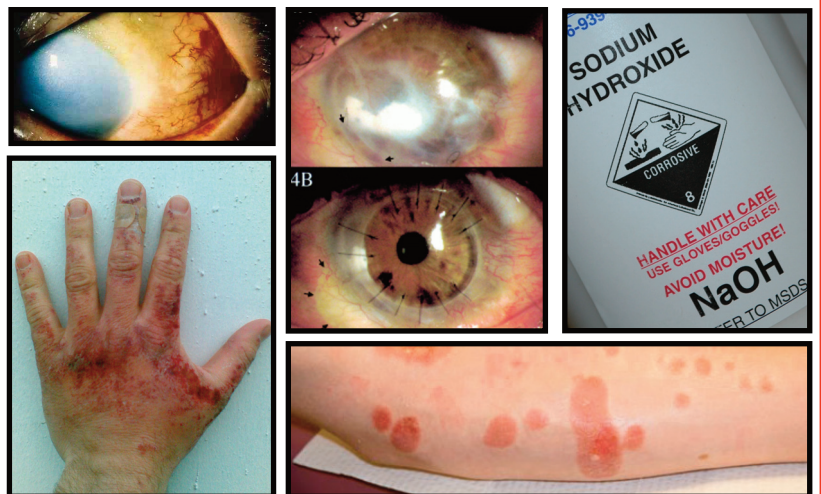
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CORROSIVE PRODUCTS BEING USED AS HOUSE AND TRUCK WASH DETERGENTS



TERM: The word 'corrosion' is derived from the Latin verb *corrodere* which means 'to gnaw' indicating how these substances seem to 'gnaw' their way through the flesh. A corrosive substance is one that will destroy and damage another surface or substance with which it comes into contact. The main hazard to people include damage to the eyes, the skin, and the tissue under the skin; inhalation or ingestion of a corrosive substance can damage the respiratory and gastrointestinal tracts.

This is what sodium & potassium hydroxide will do to skin & eyes. Do we really want to leave this stuff behind after we complete the job?



Don't forget to leave the EnviroSpec Tri-Fold that has closed more House Wash deals than there are house washers!

More details to follow.

SMART HOMEOWNERS GUIDE

Protect Your Home:

5 things you must ask your house washing service

