

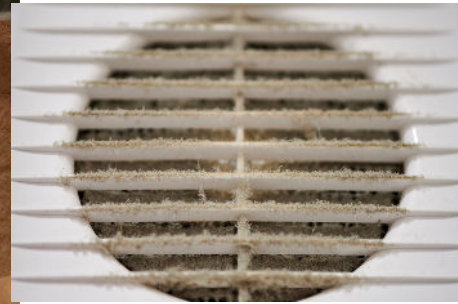
For Duct Cleaners

Duct Cleaning Call with Transition Statements & Questions

- Congratulations on taking the first step to cleaning your indoor air, starting with source removal by cleaning your ducts. Duct cleaning is like getting your teeth deep cleaned by a dental hygienist. She scrapes and cleans the visible deposits, but between visits you must brush your teeth. Duct cleaning does the deep cleaning, but better filtration will prolong the duct cleaning intervals, like brushing your teeth. Additionally, like teeth whitening, UVC treatment will inactivate viruses and bacteria that can cause health challenges. Is it OK if I show you a better filter than the one you are using now?



- The dirt and dust we are removing landed here because it passed through your filter. Can I show you a better filter to help prevent this build-up in the future? Also, this same source that I am removing can get in the air you breathe and will aggravate asthma and allergies. Who in your house suffers from asthma or allergies?



- While I'm cleaning your ducts, I will inspect them for any deficiencies. I'll also look at your filter and UV system to make sure they are performing at peak efficiency. (If they tell you they don't have a UV or if you discover that they don't, then move on from here). Where do you buy your filters? How much are they? That's a good price for this type of filter, but it's allowing all this dust to pass through which makes your equipment and ducts dirty and decreases its efficiency. Is it OK if I show you a better filter, than the one you're using now?
- Any combination of these transitions will pique interest. The presentation beyond these transitions can be learned in our communication trainings using the Consumer's Handbook or the Video Book.

