



CONSULTATIVE SALES PROCESS

1. Information Session

- a. Why do I need Air Purification?
- b. Information Booklet provided by Surgically Clean Air

2. Office Assessment

- a. Understanding Customer Needs
- b. Blue Print

3. Surgically Clean Air Recommendation

- a. A proposal developed from completed office assessment form
 - i. Full Service
 - ii. High Traffic Areas

4. Review and Recommendations

- a. Q and A
- b. Address Concerns

5. Final Decision

- a. How do we proceed

6. Implementation

- a. Install plan
- b. Shipment
- c. Set up
- d. Training

7. Marketing to employees and Customers/Guest



OFFICE ASSESSMENT

Business Name/ Contact Information:

Decision Maker(s)/Project Manager(s):

Business Review

1. What is the company currently doing to manage indoor air quality?
2. What sort of return-to-work strategies has/will the company be putting in place?
3. If we could provide clean, purified, re-energized air to your office, how do you think that would impact the confidence of your staff when it comes time to return to work?

Can you identify areas of concern (high occupancy) within the facility? Provide dimensions of each space- square footage and ceiling height. This will help us provide an accurate recommendation on Filtered Air Changes per Hour (ACH). Prioritize rankings of spaces with 1 being the highest concern.

- 1.
- 2.
- 3.
- 4.
- 5.

Please rank items below that are of most importance to the business (1 being the most important, 5 being the least important)?

- Removing- Viruses, Bacteria, Fungus, Dust, Pollen, etc from the air
- Employee Satisfaction/create safe work environment
- Reduce Absenteeism (increase productivity)
- Show you are taking Indoor Air Quality (IAQ) management seriously
- Other

What challenges might you face if no infection control protocols/indoor air quality measures are implemented?

Is your business trying to reach a level of compliance by a governing body?