



## Questions to Ask Your Clients

- How are you managing your **IAQ** (Indoor Air Quality)?
- What back-to-work strategies have you implemented to create a healthy environment for your employees and customers?
- 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?
  - Are you aware that 74% of North Americans are suffering from air quality anxiety?
- How do you feel at the end of the Day?
  - Did you know that smaller particles that we breathe can make us feel sluggish and tired in turn lowering productivity?
- What are you doing to increase employee retention?
  - Are you aware that 6 out of 10 employees leave jobs because of air quality?
- Has the organization looked at ways of reducing absenteeism?
  - If standalone air purification could assist in lower absenteeism by 20% what would that do for your business?

## Why Invest in Surgically Clean Air?

### What is Sick Building Syndrome?

The sick building syndrome comprises of various nonspecific symptoms that occur in the occupants of a building. This feeling of ill health increases sickness absenteeism and causes a decrease in productivity of the workers.

The sick building syndrome (SBS) is used to describe a situation in which the occupants of a building experience acute health- or comfort-related effects that seem to be linked directly to the time spent in the building. No specific illness or cause can be identified.

[Source:](#)

The increasing cost of energy in the 1970s led to a change in building practices throughout the United States as buildings were increasingly constructed to be airtight and energy efficient. These changes are reflected in decreasing air exchange rates in homes and office buildings.

[Source: Environmental Health Perspectives](#)



## What can Surgically Clean Air Do to improve Indoor Air Quality?

Surgically Clean Air provides commercial stand-alone HEPA air purifiers that are quiet, efficient, provide multiple stages of filtration including germ trapping and removing, all while offering a low cost of ownership.

### Talk Tracks

90% of our time is spent indoors  
Harvard School of Public Health  
[Source: Environmental Health Perspectives](#)

When indoor air quality is improved, cognitive functioning increases by 61%  
Harvard School of Public Health  
[Source: Environmental Health Perspectives](#)

When indoor air quality is improved, productivity increases by up to 16%  
Lawrence Berkeley National Laboratory  
[Source: Lawrence Berkeley National Laboratory](#)

Over 90% of the total operating costs of a company is attributed to the cost of employee salaries.  
The Impact of Ventilation on Productivity  
Lawrence Berkeley National Laboratory  
[Source: The Center for the Built Environment](#)

Six in 10 employees quit over poor office 'air quality'  
[Source: Human Resources Director](#)

74% of North Americans suffering from 'air quality anxiety'  
[Source: EnvironmentJournal](#)

It costs an employer anywhere from \$4,000 to as much as \$19,000 to recruit & fill an open position.  
[Source: The Head Hunters](#)



## How will improving Indoor Air Quality give me a return on my investment?

### Absenteeism

#### Example 1 (Absenteeism) Based off 10 employee Company

- Canadian average salary is **\$69k** per year  
[Source: Statistics Canada](#)
- The average person in Ontario in 2019 took 9.2 sick days  
[Source: Statistics Canada](#)
- \$69,000 divided by 261 working days is **\$264.37** per day the average employee earns
- If you were to take 2 sick days that is **\$528.74** per employee lost per year
- 10 employees in Company multiplied by **\$528.74** is **\$5,287.40** lost per year

#### Example 2 (Absenteeism and Productivity) Based off 10 employee Company

- Studies show a minimum increase of 10% productivity when introducing clean, fresh air into an office environment ([Source: Lawrence Berkeley National Laboratory](#))
- 10 employees times **\$69,000** average salary is **\$690,000** salary payout per year
- Taking only 5% increase in productivity of **\$690,000** is **\$34,500**

#### Surgically Clean Air Investment on 2250sq – 3000sq (Estimate square footage on 10 X employee sized business)

- 3 Jade Purchase = \$6,885 (\$2,295.00 a Jade)
- ROI - \$34,500 - \$6,885 = +\$27,615.00 in first year
- ROI in year 2 onward = \$34,500.00 per year

(This does not include consumable replacements which is approximately \$416 every 8000 hours – 1 year if running 24 hours a day, every 2 years if running 12 hours a day)