

# CUSTOMER DEMO AND APPLICATION GUIDE



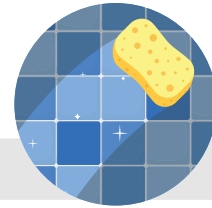
## FIRST MEETING

Explain who we are and what we do



## DEMO OFFER

Offer to do a demo that takes 10 mins



## DEMO

Customer can see floor get super cleaned and made non slip

EXPLAIN EFFLORESCENCE



## SCHEDULE WORK



## ESTIMATE

Measure the area and provide an estimate



## TESTS

Customer tests and compares the untreated tile and treated tile

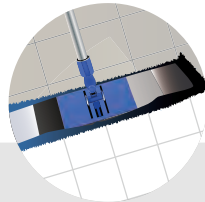


## EXPLAIN THE PROCESS



## PERFORM WORK

Ave duration is 1.5 hours per 1000 sqft



## CLEAN STEP

Sell Clean Step for proper floor maintenance



## TRAIN CLEANING STAFF

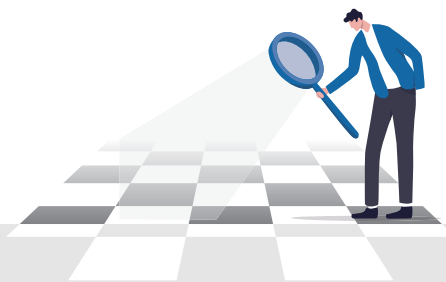
Explain Efflorescence

EXPLAIN EFFLORESCENCE



## REJUVENATION

Rejuvenate treatment 1 year later



## INSPECTIONS AND SUPPLIES

Perform inspections and resupply Clean Step



## INVOICE AND COLLECT