

SELLING HEAVY DUTY HAND CLEANING WIPES

WHERE TO SELL THIS PRODUCT

Any industrial applications where tough dirt, grease and grime, ink or other embedded dirt or stubborn soil is present.

WHO USES THIS PRODUCT?

All workers with dirty hands. Automotive grease and grime, dirty manufacturing sites, machine shops, metal working and foundries.

HOW DOES IT WORK?

Heavy Duty Hand Cleaning Wipes are designed to clean dirty hands where no water is present. They are used with no water or rinsing and fully remove tough industrial dirt and grime. They have a two-sided texture, rough on one side and smooth on the other. Ideal for cleaning greasy, grimy hands and tools. And, they contain lanolin, aloe vera and vitamin E to condition the skin.

CAN IT REPLACE COMPETITIVE PRODUCTS?

Yes, these wipes are equal to or better than any wipe on the market. The dual texture wipe makes it more efficient with better cleaning properties than conventional single texture wipes.

IS IT HIGH QUALITY?

This product is "second to none" in quality and performance.

WHAT IS THE BEST WAY TO PRESENT IT?

Use the Peter Greven “**5 Steps to Success**” selling method.
Presentation

- Show the product and literature
- Explain the Key Points of Difference

Demonstration

- Clean some hands! And Tools!
- Pick the dirtiest guy in the place.

Installation

- Use the “guaranteed sale” method.
- Place a bucket in the shop for use.

Confirmation

- Use the “Trial Survey” to track acceptance

Close The Sale!!!