

Triggers & Responses for Carpet Cleaner



Sales Team Leader Name: _____ Month Year: _____

Triggers to listen for to help find me business.

1. Trigger If you notice someone's carpet is dirty.

Response

I have a friend who is the best carpet cleaner in Tulsa, he has been in business for ___ye

He uses dry foam instead of soap, steam or shampoo. Dry foam dries faster, gets your carpet cleaner and is also better for you and your house hold. I have personally heard other people say he got stains out of carpet that 3 other carpet cleaners had tried to get out but could not. Can I give him your name and phone number?

2. Trigger If you see someone has wrinkles in their carpet or someone did a bad job of installing it.

Response

I have a friend who is the best carpet cleaner in Tulsa and he also repairs carpets, he can stretch all the wrinkles out of your carpet and make it look great. Could I give him your name and phone number?

3. Trigger If you know someone that has pets inside and have scratches or holes from their pets or odor from pets.

Response

I have a friend who is the best carpet cleaner in Tulsa and he also repairs carpets, he can take a piece of carpet from a closet or other area and replace that hole/burn most of the time it is not noticeable. He can also remove pet odors as he lifts the carpet and cleans under it. Could I give him your name and phone number?

4. Trigger If you know someone that is moving in or moving out of a house or if you know someone with a lake house or boat.

Response

I have a friend who is the best carpet cleaner in Tulsa, he has been in business for ___ year
He uses dry foam instead of soap, steam or shampoo. Dry foam dries faster, gets your carpet cleaner
and is also better for you and your house hold. He also travels to do Lake Houses or Boats. Can I give him your
name and phone number?

5. Trigger If you know someone who works at a bank or office building with carpet.

Response

I have a friend who is the best carpet cleaner in Tulsa, he has been in business for ___ year
He uses dry foam instead of soap, steam or shampoo. Dry foam dries faster, gets your carpet cleaner and is also better for you
and your house hold. I have personally heard other people say he got stains out of carpet that 3 other carpet cleaners
had tried to get out but could not. Can I give him your name and phone number?

6. Trigger If you notice someone interior of their auto is dirty or smelly.

Response

I have a friend who is the best carpet cleaner in Tulsa, he has been in business for ___ year
He uses dry foam instead of soap, steam or shampoo. Dry foam dries faster, gets your carpet cleaner and is also better for you
and your house hold. I have personally heard other people say he got stains out of carpet that 3 other carpet cleaners
had tried to get out but could not. Can I give him your name and phone number?
