

Objections

- ✓ No Carpet?-No problem!! We have several attachments that we can use. We can also pull dirt out dry from your cloth furniture, mattresses, and area rugs.
- ✓ Just had our carpets cleaned- That's ok, we will pull all the dirt out dry, our guys also get paid \$18 an hour to clean your carpet FREE. We just ask for your feedback, and some word of mouth advertising.
- ✓ We already have a Kirby- That's great what model do you have? How is that working for you? Well we now have the new Sentries model out and we would be more than happy to show you what it can do, and while we are there, we can service your old machine.
- ✓ Not interested- What is it you're not interested in? This is absolutely FREE of charge; the only thing we ask is that you give us your feedback on the machine, and to tell your friends and family about us.
- ✓ Don't like Kirby- That's ok, that's one of the reasons we are coming. We would like to get your feedback, and tell us what you like or don't like.
- ✓ Just bought a new vacuum-That's no problem, we just want to get your opinion on the machine, and get some word of mouth advertising out.