



SELLING TIPS FOR SALES PEOPLE

A customer may not come in specifically to buy a Showerdome, but be prepared to offer them as an ADD ON sale to customer building new, or renovation existing bathrooms.

Remember to ask the question:

“Would you like a Showerdome – to keep your new bathroom dry and healthy?”

or

“If you enjoy warm showers, have you considered fitting a Showerdome?”

Remember to listen for opportunities to offer a Showerdome:-

- Selling paint for a bathroom – Showerdome will keep it free of mould & mildew
- Selling a shower cubicle – Save power, money, and keeps bathroom dry
- Selling a bathroom upgrade item – Eliminate shower steam and protect your investment
- A customer complains about a wet bathroom – Eliminate 1.5litres of moisture per shower
- Customer suffers from Asthma – damp moisture laden environment is ideal for dust mites

If the response is “what is a Showerdome” or similar, offer them a brochure, and show them your display model whilst explaining the benefits to them.

Every add-on sale increases your average sale, keeping the boss happy and working towards ensuring you have job security.

When you sell a Showerdome, offer a few brochures to the customer so they can show their friends. Put your name alongside the stores contact details and offer to help their friends if they have any questions.

Referrals from Showerdome users are our most powerful sales tool.

Ensure that YOU are the one getting all the sales that arise from this by offering great service, knowledge, and enthusiasm for the product.
