

SmartWasher® P/N 27723
A M O B I L E P A R T S / B R A K E W A S H E R

30-Day Trial Program

(This Program does not apply to GSA Customers)

The 30-Day SmartWasher Trial Program is designed to allow your customer the opportunity to TRY BEFORE THEY BUY!

1. Customer must complete and sign the bottom of the 30-Day Trial Application which **MUST** be faxed to Customer Service with your order. Orders will not be processed without the signed customer application. This item **MUST** be placed on its own order.
2. The SmartWasher will be drop shipped directly to your customer. Support is available for your customer throughout the 30-Day Trial. We expect you to stay in touch with your customer during the trial; this is your relationship. We will help you in any way we can to facilitate this sale. It is also important that you make sure to give your customer ordering information along with pricing on both the product and the consumables.
3. The 30-Day Trial begins 5 days after the SmartWasher has been shipped to your customer.
4. At the end of the 30-Day Trial period, the agent must notify Customer Service if the customer is keeping the machine or returning it.
 - a. If they are keeping it, your customer will be invoiced.
 - b. If it is being returned, contact Customer Service for Return Authorization Instructions. **DO NOT** return without a return authorization number and approval.
5. If the machine is being returned, the unit **MUST** be cleaned out prior to return and **ONLY THE UNIT CAN BE RETURNED**, no fluid.



SmartWasher®
P/N 27723



OzzyJuice®
P/N 27724



OzzyMat™
P/N 27725

SmartWasher® P/N 27723
A M O B I L E P A R T S / B R A K E W A S H E R

How To Turn Your SmartWasher® 30-Day Trial Into A Sale!

Set Yourself Up For A Successful Trial!



Prequalify Your Customer!

- Tell your customer upfront what to expect and the maintenance.
- Does your contact have approval to bring it in?
- Is the person handling the final approval involved?
- Does your customer have any budget constraints?
- Do they have a contract with another parts cleaner company?



SmartWasher®
P/N 27723

Follow Up!

- It always helps if you can setup the SmartWasher and show the customer how it works. "Hands on" approach shows the customer how good it is.
- Remind your customer of the health and safety benefits, in addition to the cleaning aspects.



OzzyJuice®
P/N 27724

Closing Your Trial!

- Remind your customer that the mat needs to be changed weekly. This can help them get the approval faster, so they can give you their supplies order.
- Contact your office and let them know that you have the customer's approval to invoice it.
- Start to enjoy receiving those orders for monthly supplies!



OzzyMat™
P/N 27725