



Talk Track 2020

I wanted to talk to you about a product that can help companies prepare for the return of employees after the COVID-19 pandemic or help those employees who remain at work through this situation. What measures will or have you put in place to address your employee concerns?

ANSWER.... Hand Sanitizer/Hand washing/Social distancing

That's great to hear.... Most people focus on surface cleaning, hand hygiene and will have some sort of social distancing guideline in place. These are all good measures to put in place for COVID-19. However, most people aren't aware that according to the CDC, air is the most common transfer method of the influenza virus.

Cleaning the air is critical for protection against viruses. The CDC states that most people catch the flu virus through airborne exposure. Clean air is your first line of defense for a healthier facility. AeraMax Professional hospital-grade filtration captures 99.97% of airborne particles as small as 0.3 microns, including the flu.

The AreaMax Professional Air Purifier has been proven to be effective in reducing airborne influenza in facilities such as yours. It was independently tested to capture 99.99% of the airborne H1N1.

Let me send you a video to learn more. Who would be the best person to speak to to about our technology?

Can I set up a meeting for you to learn more about this?

IF YES: Great. Would it be just yourself or will there be others joining us? (*Set up a date for the meeting*).

IF NO: I'll make a note in our file that you are not interested. May I ask why?

NO BUDGET/CUT BACKS ON SPEND:

- This solution can pay for itself in the first year if we can reduce your employees exposure to airborne virus particles. It's a great message to your employees that you are investing in their health and wellness at work, especially in these uncertain times. It's great for removing allergens for allergy and asthma sufferers and also helps with odors and VOC's from the air. Why don't I book some time to show you the features and benefits?

WE ARE USING HAND HYGIENE AND SOCIAL DISTANCING:

- These are great solutions and should be implemented along with clean air. Cleaning the air is critical for protection against viruses. The CDC states that most people catch the flu virus through airborne exposure. One of the benefits of installing an integrated in room air purification system is that it works to specifically improve the air quality in that zone, and it is visible to your employees. It sends a strong message and a positive one, that you care about their wellbeing and are taking steps to help protect them. Would you see value in that?

WE ALREADY HAVE A HVAC SYSTEM OR GOOD FILTRATION SYSTEM:

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