

“How can I keep my clients ‘on track’?”

The **Vision:** All cleaners need to ...

- Make more profit out of each job.
- Keep their residential clients calling them again on a regular basis.

The **Problem:** Harried homeowners SAY they clean their carpets every year. BUT since carpet cleaning is a “Tolerated Irritation” it gets put off and 12 months stretches out...

The **Solution:** Tie your grateful customers to you by including a FREE 12 month “Spot and Spill Warranty” (SSW) with every Scotchgard application. Why is this free SSW so fantastic?

1. By including a free SSW you display your confidence in the Scotchgard treatment. (*“The stuff must work, honey. After all, they give a free ‘Spot and Spill’ warranty when they re-apply Scotchgard!”*)
2. Homeowners can extend their warranty for free but ONLY by having you re-clean and re-apply Scotchgard within 12 months after cleaning! This “time dated urgency” works great!
3. Customers LOVE (and will talk about) having their carpets protected with your 12 month “Spot and Spill Warranty”! (Yet less than 1 in 100 will ever call you for a free spotting visit!)

The quick**FIX:** This 12 Month ScotchGard “Spot and Spill Warranty” is ready to print and go. Just keep a copy in your sales kit and show it to your client when offering the optional Scotchgard finish. (Or give just one price with the Scotchgard included! You can always come down!)

To learn more you’ll just need to attend our [Strategies for Success](#) seminar!

[Let us know how this 12 month “Spot and Spills” Warranty works for you!](#)

[Steve Toburen](#)

If you like this idea you’ll LOVE *Strategies for Success-*

Invest 5 days with *Strategies for Success* (SFS) and you’ll gain **years** of experience in measuring your financials, creating a marketing plan and building a truly lucrative, “real” business.

Do you struggle with any of the challenges below? Then just click for the solutions!

Remember, this is just a taste of the proven “Success Resources” SFS will give you:

- [Checklist: Does your cleaning website include these 5 features?](#)
- [How do they make money at 7 cents per foot?](#)
- [I’m so sick of employees. Why can’t they be more like me?](#)
- [Why can’t I make a profit? Finances scare me.](#)

There is no other program like SFS. Interested? Call your Jon-Don rep or follow these links:

- Watch this [SFS Orientation Video!](#)
- [Frequently Asked Questions about SFS](#)
- [Why should I invest five days of my life to attend SFS?](#)
- [Here is what you will learn at SFS- day by day.](#)
- [Skeptical with all the "snake oil" out there? Read what our members say...](#)
- [Read these SFS Member "bios" of what happened after SFS!](#)

Remember, SFS has transformed the lives of almost 3,000 people in the cleaning and restoration industry. **Why not you?** I urge you to investigate SFS. *Steve Toburen*



12 Month Carpet "Spot and Spill" Limited Warranty

Issued To: _____ Date: _____

Address: _____ City: _____ Zip: _____

Phone: _____ Cell: _____

What is covered:

This Limited Warranty provides free spot and spill removal calls for common house hold "food and drink spills" for 12 months from above date. This warranty covers the areas that we cleaned and protected with Scotchgard as per our attached invoice # _____.) This warranty does NOT provide free spotting calls for:

- Pet urine, feces or vomit removal
- Dirty and/or worn "traffic lanes"
- Oil-based stains
- Water or sewer damage

What you need to do:

- 1) Take immediate action. Blot up as much of the spill as you can. (Call us anytime for free over-the-phone advice.)
- 2) Follow the instructions on your Free Lifetime Spot Out bottle we left after cleaning your carpets. (Test the Spot Out first in a closet.) After removing the spot leave several thicknesses of white toweling on your carpet with a heavy weight (books work well) on top to adsorb the rest of the material. (You may need to change out the toweling several times.)

NOTE: Please do NOT use any other type of carpet spotter other than the Spot Out we provided. Doing so may void your "Spot and Spill Warranty". (For a free replacement bottle of Spot Out just give us a call.)

- 3) IF you still can't remove the spill with your Spot Out (the vast majority of spots will come out easily!) then just call us within 24 hours after the accident. We will send a technician out as soon as possible- no charge!

Special Note: This warranty does NOT guarantee spot removal since some spills may be permanent stains. However, all professional efforts will be used on your Covered Areas to restore your carpet at no charge to you.

Offer applies only to professionally installed, wall-to-wall residential carpet. Commercial and tenant occupied properties are not covered.

How to keep your "12 Month Spot and Spill" coverage in effect:

This free "Spot and Spill Warranty" expires on _____. To maintain your "Spot and Spill" coverage simply schedule us in to clean and re-apply Scotchgard protection to your carpets. This will renew your "Spot and Spill" warranty for another 12 months- FREE OF CHARGE!

Representative's Name: _____ Date: _____