



# WHITEWATER SALES SCRIPTS

## FLASH SALE (\$10/\$20 OFF FIRST MONTH)

(8/30/23 to 9/10/23)

1. Hi, Welcome to Whitewater! What wash are you looking to get today?

*(Pause for response)*

*("I'm not sure") -OR- ("Just the basic")*

2. *(Go to single wash screen, point to each wash as you go through the descriptions)*
3. Wheel Clean, Tire Shine, Wax, Best of the Best!

*(Pause for response)*

### 3. Wash Selection

### Team Member Response

WhiteWater (\$11)

*Wheel Clean*

You got it! We are running a promotion right now, and for **\$10 off** your first month, you can wash unlimited all month! The plan pays for itself in just two washes. You will have access to our exclusive members-only lane and the ability to wash at any of our 100-plus locations!

Class V (\$15)

*Tire Shine*

You got it! We are running a promotion right now, and for **\$10 off** your first month, you can wash unlimited all month! The plan pays for itself in just two washes. You will have access to our exclusive members-only lane and the ability to wash at any of our 100-plus locations!

Carnauba (\$18)

*Wax*

You got it! We are running a promotion right now, and for **\$10 off** your first month, you can wash unlimited all month! The plan pays for itself in just two washes. You will have access to our exclusive members-only lane and the ability to wash at any of our 100-plus locations!

Ceramic (\$22)

*Best of the Best*

You got it! We are running a promotion right now, and for **\$20 off** your first month, you can wash unlimited all month! The plan pays for itself in just two washes. You will have access to our exclusive members-only lane and the ability to wash at any of our 100-plus locations!

*(Pause for acknowledgment)*

4. **If Yes**

You got it! You will be charged the promotional rate of **(Promo Price)** today. Next month, it will begin recharging at the regular rate of **(Plan Price)**. What is your phone number? We will send you a text with a link to manage your plan as you see fit.

**If No**

Absolutely! *(Hand customer promo brochure)* We are running this promotion until *September 10<sup>th</sup>*.

*(Begin completing the transaction)*

5. After your wash, be sure to take advantage of our free amenities, such as window and all-purpose cleaner detail stations, vacuums, air guns, towels, and mat cleaners.

*(Complete the transaction)*