



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 10th**.

(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)