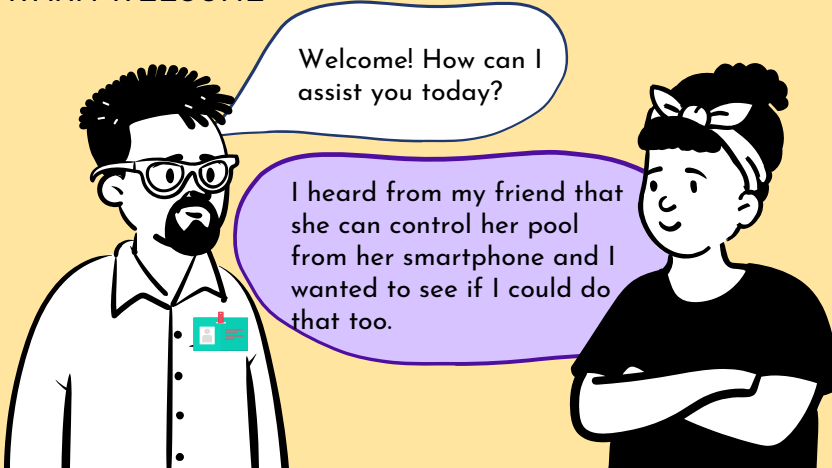




SCENARIO: A CUSTOMER IS CURIOUS ABOUT AUTOMATION. AS A TRUSTED ADVISOR, HOW CAN YOU HELP?

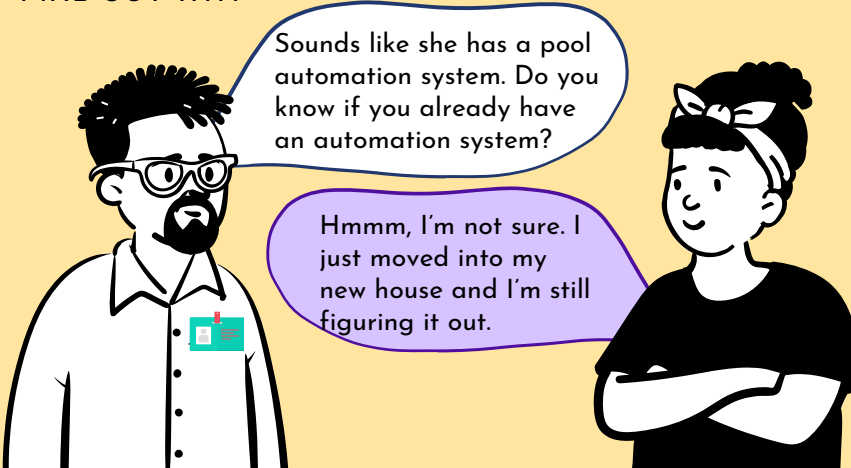
WARM WELCOME



Welcome! How can I assist you today?

I heard from my friend that she can control her pool from her smartphone and I wanted to see if I could do that too.

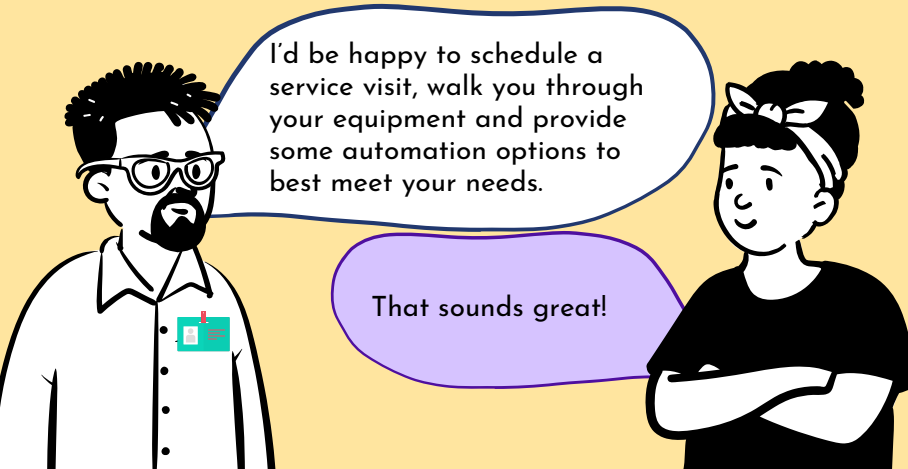
FIND OUT WHY



Sounds like she has a pool automation system. Do you know if you already have an automation system?

Hmmm, I'm not sure. I just moved into my new house and I'm still figuring it out.

REVIEW THE OPTIONS



I'd be happy to schedule a service visit, walk you through your equipment and provide some automation options to best meet your needs.

That sounds great!

Let's review:

- Help customers understand their pool equipment
- Advise customers on pool equipment upgrades that can make their pool ownership more enjoyable

Tip: If your pool store doesn't have photos or a log of how each customer's pool is equipped, you may want to ask your Manager or Store Owner about doing so.