



HVAC Technician Training Sheet: Respicaire Air Purifiers

Understanding Respicaire Products & Boosting Sales

What are Respicaire air purifiers?

- High-performance air purification solutions integrating into existing HVAC systems.
- Utilize scientifically backed Ultraviolet (UV) technology to neutralize viruses, bacteria, and other harmful airborne contaminants.
- Product range includes OXY4 Air Purifiers (residential) and BioClean units (commercial).

Why are customers increasingly interested in IAQ solutions?

- COVID-19 heightened awareness of indoor air quality risks.
- Allergies, asthma, and other respiratory sensitivities create a year-round need.
- Customers want proactive solutions for family and employee health.

Key Selling Points for HVAC Technicians

- **Science-backed efficacy:** Respicaire products are independently lab-tested. Proven to eliminate 99% of SARS-CoV-2 in seconds, with similar results for other viruses. This creates confidence.
- **Addresses unseen dangers:** Customers often understand "dirty air", but not the specific threats. Emphasize protection against viruses, bacteria, and mold beyond what filters catch.
- **Peace of mind for everyone:** Respicaire is especially valuable in homes with kids, elderly folks, those with health sensitivities, or businesses serving vulnerable populations.
- **HVAC system upgrade:** This isn't just an add-on, it's improving their core HVAC system. It's a value proposition, not just another gadget.

How to Talk to Customers

- **Ask questions:** "Are there any concerns about allergies, asthma, or getting sick indoors?"
- **Be informative:** "Did you know that even with good filters, viruses and bacteria can circulate? We have solutions to directly eliminate those."
- **Offer tailored options:** "Respicaire has systems for homes and businesses – let's see what best fits your needs."

Remember: You're not just selling a product; you're offering healthier homes and workplaces. That's something customers truly value!

Additional Resources

- [Respicaire Website] (<https://www.respicaire.com>)

Keep up the great work!

Sincerely,

The Go Green Team~

<http://gogreenheating.com/>

