GREETING

"Hello, good [morning/afternoon]. How are you today?"

INTRODUCTION

"My name is [Your Name] with Purest Water Solutions. We're in the neighborhood today because our team is testing water quality in homes nearby."

PURPOSE & VALUE

"I'm here to help homeowners understand what's in their home water and what it could mean for taste, smell, and potential contaminants."

WHAT YOU WILL DO

I'd like to take a quick water sample from your kitchen faucet to run a simple test for common contaminants." I can stay right here just grab this cup and fill it halfway with your sink faucet water!

GIVE THEM THE CUP

As you're about to conduct the water test give them the containment guide so they can look at it while you're testing!

Once that screen gives a number for example 400+ explain the definition of having high ppm levels!

- Moderate PPM: A range of 50-100 ppm is often considered ideal for drinking water, containing some healthy minerals and a good taste.

- High PPM: A high concentration of dissolved solids can indicate contamination or hardness. Levels between 100 to 200 ppm are typically considered safe to drink but may have an unpleasant taste, while levels above 200 ppm can be unsafe.

Examples: cleaning the food you're going to prepare for your family, washing your clothes, dishes, bathing, washing your hair, brushing your teeth etc can all be very harmful with high levels of contamination!

CLOSING THE APPOINTMENT !

I'd like to take a quick water sample from your kitchen faucet to run a simple test for common contaminants." I can stay right here just grab this cup and fill it halfway with your sink faucet water!

TIPS

Smile, make eye contact, and keep a relaxed tone.
Respect their time; if they say "not interested," politely thank them and move on.

If they invite you in, clarify any safety or policy requirements (e.g., identification, purpose of testing).
Have a one-page handout or card with your contact info and a brief summary of what you test and why it matters.