

Security solutions to protect *homes and businesses*



3 easy steps to selling security to your residential and small business customers.

1

Identify a prospect

Security solutions can be sold:

- ☐ Across Australia, in both metro and regional areas

2

Approach and ask

- ☐ Find out whether your prospect has had an incident in the past or heard about the current number of break-ins, or have children they would like to see are safely at home.
- ☐ Interested in protecting their family, home and possessions?
- ☐ Interested in protecting their business premise?
- ☐ Already have a security system installed and interested in saving money

3

Refer

- ☐ Have your prospect submit a request via your Personal IBO Website.
- ☐ Let an ADT security professional handle the rest

What happens next?

1. An ADT Security expert will contact your prospect.
2. The expert will discuss their needs.
3. Propose a security and monitoring solution catered to their needs and budget.

