

# Connecting with Customers Safely through Royal® Driveway Selling™

The logo for 'Build' is located in the top right corner. It consists of the word 'Build' in a bold, white, sans-serif font, with a small 'M' icon integrated into the letter 'd'. The logo is enclosed in a white rectangular border.

From jam sessions to playdates, driveways have become a popular hangout spot. For exterior product sales, driveways are also a great place to create and maintain customer connections and showcase products.

Use these tips to motivate driveway sales safely and effectively.

## 1. Prepare the homeowner.

Either by phone or email, make sure the homeowner is comfortable and familiar with the sales process so they feel safe and relaxed during the meeting. Schedule the meeting well in advance and have a weather contingency plan.

## 2. Assemble your PPE.\*

Have the appropriate Personal Protective Equipment (PPE) ready to go for your meeting. This includes a mask, gloves, eye protection, a table (with chairs if desired) and sanitizing equipment. You can offer to provide the buyer with PPE, but they may prefer to use their own.

\*Please verify to align with current COVID-19 requirements.

## 3. Take measurements and prep your samples.

With the homeowner's permission, take measurements before your meeting to limit the time on site and number of direct interactions. Discuss color requests and bring all the samples and materials you need to make the sale. Keep all your samples in sealed bags to eliminate any cross-contamination.

## 4. Close the deal and manage payment methods.

Leave behind plenty of samples and product materials to limit additional in-person follow-ups and offer virtual payment methods that do not require credit card handling. Be sure your client feels comfortable following up by phone or email to ensure you complete the sale.

**For more selling tips, tools and product updates, visit [RoyalPros.com](https://RoyalPros.com).**