

## **RB Demo Mattress, Vac. Kill & 52 Stroke Test**

John & Mary, where do you think is the nastiest place in your home?

Which way to your mattress?

Whose side do you think is going to be worse.

This is your side Mary, and this is your side John.

They both look disgusting, don't they?

You should do your mattress at least once or twice a month to keep all the dust mites down.

I know that I can tell a difference every time we do our mattress. My sinuses don't get clogged and I just feel better.

Now the air & your mattress are both decontaminated, then somebody walks across the floor and your right back to where we started from.

The problem is the tools we use to clean are out dated.

Mary you're probably using the same tools that your mom and grandma used.

The problem with these is they are dry methods of cleaning and early we said when you want something clean, what was the 1 thing you had to use?

Exactly and these tools don't so you're not removing the dust you're just moving it around and most of your effort is wasted.

The worst one on the list is the vacuum cleaner.

May I see your vacuum?

John & Mary forget this is a \_\_\_\_\_.

I'm not here to pick on the \_\_\_\_\_ company.

What I'm going to show you I could show you with any vacuum, whether it was a \$30 vacuum from a garage sale or a \$5,000 vacuum as a matter of fact, how much did you pay for this vacuum.

How many vacuums have you purchased in the past 10 years? (for the bags & filters ask them if they change them on a regular basis and how much that cost).

The reason it doesn't matter is all vacuums only have 4 parts, Intake, Motor, Bag or Filter and Exhaust.

The reason vacuums don't work is that they have bags or filters.

On yours you have a \_\_\_\_\_.

Bags and filters cause 3 problems which I will show you in a minute, but I need you to come up here and help me. Who does most of the vacuuming?

Could you come up here please?

What I need you to do is vacuum this 1 spot 52 times.

That would be equivalent to vacuuming 1 time every week for a year.

I think you can notice the 1<sup>st</sup> problem, the bad smell.

Do you notice that?

What you smell is germs and bacteria.

It takes 3 things to grow germs and bacteria, dark warm and filthy.

Would you say it's dark, warm and filthy inside that bad?

So, it's a perfect place to grow germs and bacteria.

It would be bad enough if all you did was store them in your closet, but the problem is every time you turn this on you take all the air that you and your family breathe through this bag full of germs and bacteria.

Does that sound healthy or unhealthy?

Let me ask you a stupid question, if I gave you \$25 would you take this bag and tape it over, you're a/c vent for a couple of hours?

Exactly that's stupid, but I bet you would vacuum for a couple of hours and isn't that the same thing?

The 2<sup>nd</sup> problem you have is the dust that blows out.

Look under the light and remember we just got all the dust out of the air earlier.

Mary, do you remember in home economics class they taught you to dust after you run the vacuum?

See you vacuum the floor and blow all the dust onto the tables and furniture and then you wipe it onto the floor, and you go back and forth and never catch up with it.

The 3<sup>rd</sup> problem is that they don't work.

Have you ever noticed that when you dump the filter it is mostly light stuff?

90 to 95% of what is inside your bag or filter is carpet fiber.

If this was dirt it would feel solid and grainy like a bag of sugar, but feel that, it's soft and fluffy isn't it?

You didn't buy your vacuum to pick up carpet, you bought it to pick up dirt, but because the bag clogs it does the exact opposite of what it is supposed to do.

John and Mary if your vacuum worked this spot should be clean, right?

I'm just going to go over this spot a few times.

Oh, my look at all this.

Maybe I just got lucky, let me do it again.

1 more time.

Let me do it over here where you DID NOT vacuum.

If I mix these up behind my back can you tell me which of these was where Mary vacuumed and where Mary did Not vacuum?

Mary and John look they look the same, don't they?

If they look the same what was Mary doing while she was vacuuming 52 times?

You know John if all she was doing was wasting her time that would be bad enough.

The problem is besides wasting her time she was blowing dust, germs & bacteria into the air, plus tearing up your carpet.

Let me ask you this after knowing all of this is there a reason to ever turn a vacuum with a bag or filter on again?

You know we talked about the bags clogging and what I would like to do is see how many bags you would need to replace to get this spot clean.

I'm going to change the bag every time it gets clogged. (Pull 13 or more test clothes FAST).

Ok, I surrender.

I can't get it clean.

As a matter of fact, if you look at the 1<sup>st</sup> and the last cloth, they look just about the same.

As you can see a machine with a bag will not get it clean.

But you must clean with something.

You have had 3 years of vacuuming.

2 years before I got here and now 1 more, I just want 2 minutes.

With the Rainbow you can lay it all the way down so you can get it under your furniture.

It has power steering, that makes it easy to go around table and chair legs.

You have 9 LED headlights so you can see going under sofas & beds.

The wands just pop off easy so you can use all your attachments.

You have spinners on the edges that shoots the dirt off the edges into the middle.

What's nice is you are purifying the air the entire time you are vacuuming and besides making your house smell nice you can see the way the exhaust is blowing the nice smell into your carpet the entire time you are vacuuming.

OK 2 minutes.

We don't say the Rainbow is a miracle worker and able to get all the dirt out in 2 minutes but let me show you the difference.

OH MY, can you believe how clean it got?

That's in only 2 minutes!

John & Mary this is what your house looked like after you have vacuumed for 3 years and this the Rainbow after 2 minutes, which house do you want to live in?