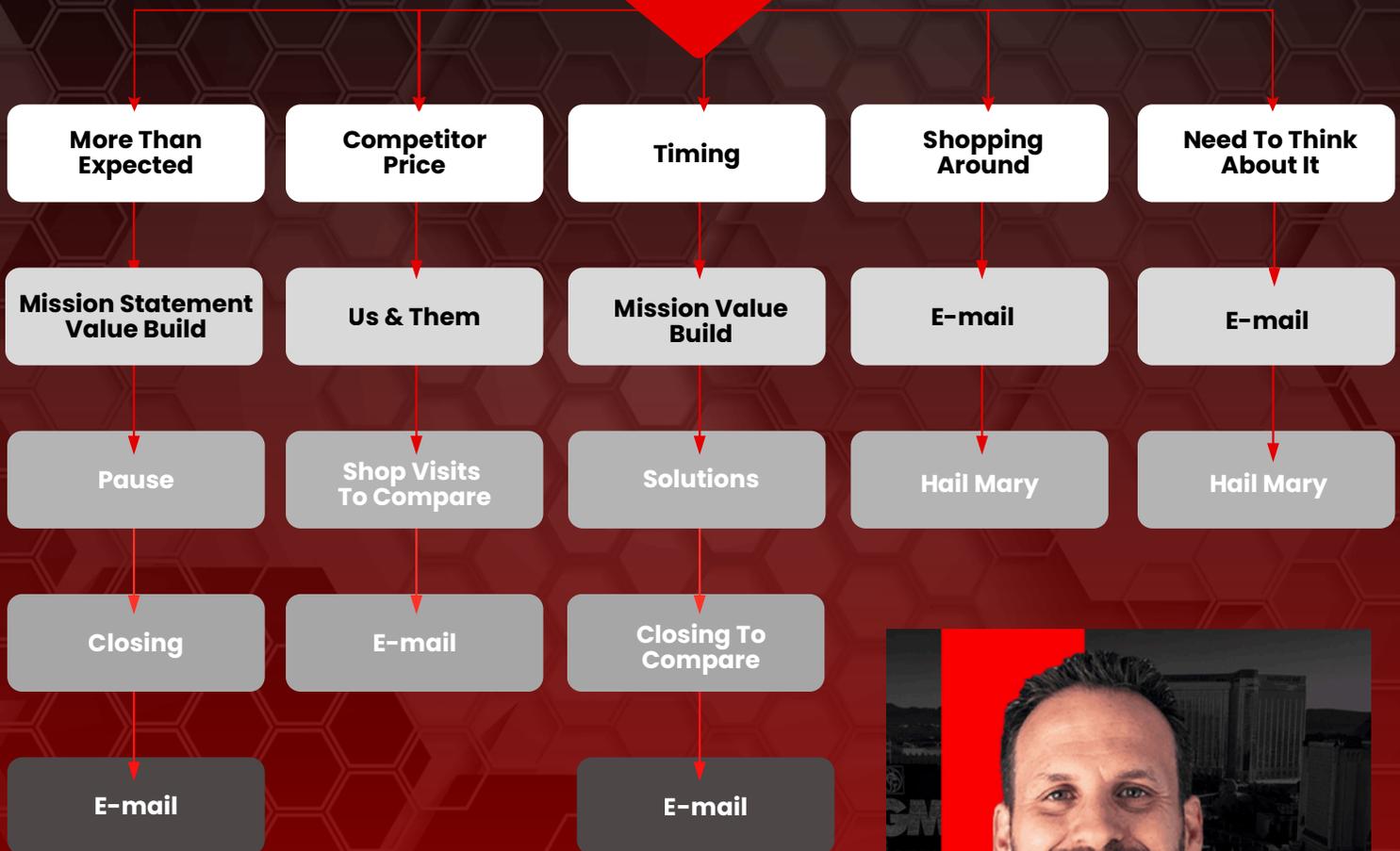


What's The Objection?



10% Off Detailing Evolution Services Limited time for AFM Attendees

Expires November 30th, 2025



Mission Statement Value

We care so much. The level we go to in order to get the results we're known for takes time. And while everything we install has a long warranty, that's nothing compared to how much we stand behind our work and our customers. I know you'll be very happy with our work and service for years to come.



Competitors Price

I can't speak to what others do, but I can tell you that we care so much. The level of install we go to is truly exceptional. You will be happy with our work and service, and I invite you to come look at our work in person and go check out theirs. I know the difference will be obvious.



Solutions

We are happy to get you a ride home at drop-off, or we can split a rental car with you during your service.



Price Objection (for the Crazy's)

We are built for the pickiest of the picky customers. The way we tailor our service and installations is truly exceptional. And while we are never the cheap shop, we exceed even the most discerning expectations from the most 'OCD' customers. So if you're looking for perfect, that's us — and our prices are set in a way that allows us to deliver on that.



Closing

The service usually takes () days, and we have openings starting in () week. (Pause and respond accordingly.)



Hail Mary

When shopping around, ask other shops how much they care about (insert something specific to your shop, their car, or the work requested). Also ask them if they are familiar with (vehicle-specific challenge) — just to ensure you get the results you are looking for. Also, if you need me for anything, feel free to reach out! Thank you.



Email

I have a copy and paste for everything we just talked about — steps, pricing, and complete service — that you can use as a reference. Could I get your email so I can send it over?

