

OVERCOMING OBJECTIONS

BODYGUARDZ®

YOUR STRATEGY TO SELL MORE BODYGUARDZ ACCESSORIES

OBJECTION #1

"I've never broken my phone screen. I'm very careful with my phone. Protective cases are too bulky."

SOLUTION

- + Nobody plans on breaking their phone. Accidents happen.
- + A phone screen breaks every **2 seconds** in the USA.
- + **50%** of smartphone owners under the age of 35 break their phone screens.
- + In the time it takes to watch an hour long TV show, **1,800 phone screens will break.**
- + Americans have spent over **\$20 BILLION** repairing phone screens.

OBJECTION #2

"I don't want to spend the money today. I don't have the money today."

SOLUTION

- + You'll spend it later.
- + Cost to repair a phone screen:
 - iPhone 7: **\$129** • iPhone 7 Plus: **\$149**
 - Turn-around time: **5-7 business days**
 - Galaxy S8: **\$162** • Galaxy S8+: **\$269**
 - Turn-around time: **10 business days**
- + AT&T selling tools:
 - Accessories on installment.
 - Grab and save.

OBJECTION #3

"I can find it cheaper online. I have Amazon Prime."

SOLUTION

- + Downsides to buying online:
 - Cannot trust **quality** of online brands.
 - It takes 2-7 days for orders to arrive. Don't wait, **it only takes one drop.**
 - No AT&T or BodyGuardz warranty.
- + **Walk out of the store with a fully protected device installed by an AT&T professional.**

BODYGUARDZ CASE WITH UNEQUAL®

Ace Pro™, Shock, or Contact™

BODYGUARDZ SCREEN PROTECTOR

Pure®, Pure 2, Pure Arc™, or SpyGlass®



+

FREE SHIPPING

on replacements when you bundle Pure, Pure 2, Pure Arc or SpyGlass and a BodyGuardz case with Unequal technology.



WE'VE GOT YOU COVERED.®

BODYGUARDZ®



PURE[®] 2

ACCESSORY GLASS 2
BY CORNING[®]

- + 25% better drop performance
- + 5x more scratch resistant
- + Born at .33mm
- + Aluminosilicate tempered glass
- + Ion strengthened
- + Precision-cut edges



PURE ARC[™]

CURVED TEMPERED GLASS
SCREEN PROTECTION

- + Premium heat-bent tempered glass
- + Ion strengthened
- + Edge-to-edge protection
- + Full touch sensitivity
- + Anti-fingerprint coating
- + Case friendly



SPYGLASS[®]

PRIVACY TEMPERED GLASS
SCREEN PROTECTION

- + 2-way privacy technology
- + Clear when viewed directly
- + Ion strengthened
- + Impact & scratch protection
- + Smooth, anti-smudge surface



CASES

WITH UNEQUAL[®]
TECHNOLOGY

- + Slim, low-profile design
- + Injected with Unequal impact material
- + Absorbs shock, protecting device
- + 10 ft. drop rated
- + Unequal is trusted by professional athletes to reduce impact & shock



FREE replacements w/ \$5.95 shipping
when you purchase a Pure, Pure 2, Pure Arc, or
SpyGlass screen protector.

OR

FREE replacements + FREE shipping!
when you bundle a BodyGuardz screen protector and
a BodyGuardz case with Unequal technology.