



Official EcoWasher® Training Manual

EcoWasher® Mission Statement

EcoWasher® is dedicated to change the way the world does laundry, by providing a simple, healthy, green alternative. It is our goal to bring innovative products to the marketplace that have a positive and lasting impact on our customers lives and the environment.

Welcome to the EcoWasher® Revolution!

Now that you are officially part of the EcoWasher® sales staff it is important that we communicate to each of you our core values that guide our company, as well as our expectations and guidelines. In addition to our guidelines we also feel that your success depends solely on the amount of effort that you put into yourself and your sales! We hope that the sales procedures and guidelines within this packet will provide you with a path to follow that will lead your team to positive results that will keep everyone feeling motivated and most of all rewarded!

*Please note: These sales procedures and guidelines may be modified by 7 heavens llc at any time in it's sole discretion by express amendment of these policies and procedures or by the adoption of separate policies and procedures, rules, codes of ethic or the like that may have the effect of modifying those contained in this manual.

Getting to know EcoWasher®

The history behind EcoWasher® Technology

For over two decades EcoWasher® technology has been used in commercial size units in large hospitals and hotels around the world. These commercial sized units are sold for an estimated cost of \$50,000 or more, and are so large that it would be impossible to use with a residential washing machine. The main purpose of using this laundry technology was for the fact that it not only deep cleans laundry without the use of detergents, fabric softeners or hot water, but that it also disinfects laundry by killing all germs, bacteria and viruses without the use of any chemicals unlike laundry detergents. EcoWasher® took this same technology and miniaturized it, making it into a residential size that could be used with washing machines in homes all across the US. Now everyone can experience the power of EcoWasher®, a truly incredible laundry cleaning alternative!

Benefits of the hospital laundry technology:

- *Deep cleans
- *Disinfects
- *No chemicals used
- *Safe for all skin types
- *No irritants left behind in fabrics that could rub off on patients skin
- *No detergent costs for hospitals

EcoWasher® Personal Use

Let's face it, it's hard to sell a product that you don't *truly* believe in or worse, that you don't understand! So for this reason, it is **highly recommend** that in order sell the EcoWasher, you need to truly understand it, and be able to passionately express the incredible technology of the EcoWasher to your customer. You are their only guide to understanding the technology and as their guide, it's crucial to experience it yourself. Each sales personnel should purchase their own EcoWasher® to try at home. Become familiar with the product and do your own personal tests with it. You can use these experiences as your own personal testimonial. **Telling the story of your own personal, and positive EcoWasher® experience to your customer gives them a feeling of confidence in the product.**

Installation of EcoWasher® PRO and EcoWasher® PRO PLUS

We made EcoWasher® so simple to install that it only takes 10 minutes! EcoWasher® hooks up to any residential washing machine and there is no additional hardware required. An installation guide with simple steps is included with all EcoWasher® models.

For a step by step tutorial you can visit our YouTube channel for the EcoWasher 8 step installation process, simply type “EcoWasher” into YouTube’s search bar to find other educational videos.

Here is a link to the installation video:

https://www.youtube.com/watch?v=U_5fT-WXe1E

How EcoWasher® works

EcoWasher® transforms ordinary cold tap water into a powerful oxidizer that deep cleans and disinfects laundry. As cold water enters the unit it first passes through a flow switch that activates the unit, the water is then infused with three super cleansing molecules. Ozone, Hydrogen Peroxide and Negative Ions. The infused water then travels through a static mixer where those same three molecules are mixed together and create the worlds most powerful and safe oxidizer known to man, the Hydroxyl Radical.

The Formula to Memorize:

Tip** The **Hydroxyl Radical** can also be referred to as the **“HR”** molecule and the **“OH”** molecule.

Hydrogen Peroxide(H₂O₂) + Ozone (O₃) + Negative Ionization = Hydroxyl Radical

EcoWasher® Benefits

Now that you understand how EcoWasher® works let's review all the benefits it provides!

***EcoWasher® Saves Money!**

The average family of four spends around \$700 on laundry costs each year. EcoWasher® will eliminate the need for those extra costs forever and pay itself off within the first year! No more detergent, no more fabric softener, no more hot water and less drying time! An average family of four saves \$700 a year by making the switch to EcoWasher!

***EcoWasher® Extends the Life of Fabrics!**

Because of the harsh chemicals detergents contains, clothes tends to fade, stiffen and shred over a short period of time. The most common solution has always been to use fabric softeners and laundry detergents that contain "brightening agents". By using detergent to clean your laundry your depositing chemicals into your clothing, towels, linens etc. These chemicals are never fully removed from clothing and are the culprit behind the faded colors, and stiff fabrics. The fabric softener (that is meant to resolve the stiff fabric) contains tiny fragments of fiberglass that get left behind in the clothing and rub off onto your skin. The "brightening agents" that are intended to "keep colors bright" actually are light reflecting crystals that give the illusion of brighter fabrics when really over time those are the reason that colors fade! Big laundry detergent companies cause one problem and then continue to cause another in an attempt to fix the first! EcoWasher® will extend the life of fabrics by eliminating the use of harsh laundry petrochemicals. By using powerful oxidized water to deep clean and disinfect laundry the colors will remain bright, the fabrics softer and the smell fresh and non toxic!

***EcoWasher® is Green!**

Detergent waste water plays a huge role in the environment. It's loaded with sodium triphosphate, phosphate additives, sulfates and other synthetic surfactants. This all leads to terrible after effects on the environment. Rivers, Lakes and Streams are all negatively affected by detergent waste water every day, in fact over 330 billion gallons of detergent waste water are dumped into the environment annually!

Detergent waste water contains...**Chlorine Bleach****Chemicals****Acids****Fragrances****Softeners****and More...******And all this becomes our drinking water!**Effects on the environment from detergent wastewater:

Depletes oxygen!

Increases Algae growth!

Kills fish!

VS.

EcoWasher:

Restores the oxygen that detergent depleted!

Reverses environmental damage caused by detergent waste water!

EcoWasher® PRO Product Description

The EcoWasher PRO is an environmentally friendly laundry device designed to work with your residential washing machine. This detergent free laundry system deep cleans laundry and kills bacteria with no additives and no hot water. Colors are brighter, fabrics are softer and your clothes will keep that “fresh off the line” smell! The EcoWasher transforms water into nature's most powerful cleaning agent by infusing it with ozone, hydrogen peroxide and negative ions to create the hydroxyl radical also known as “Nature’s Detergent”. This is an incredibly advanced technology that lets you do your laundry more efficiently while supporting the environment, your health and your wallet.

EcoWasher® PRO is designed to work with your existing washing machine and is intended for use in a residential laundry facility only.

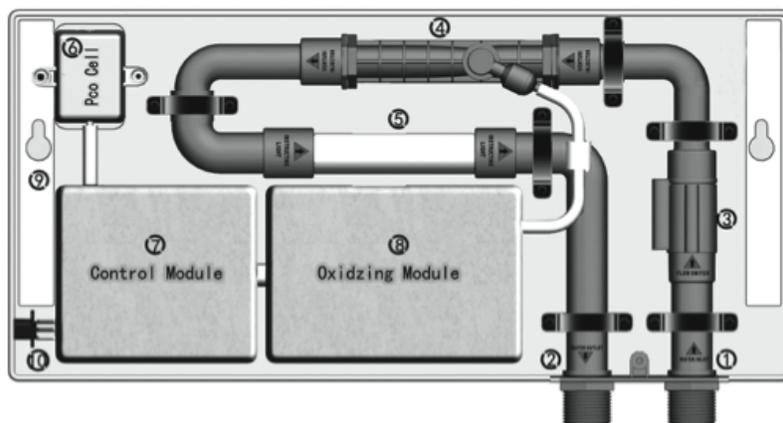
EcoWasher® PRO Pricing

MSRP: \$497

MAP: \$297

EcoWasher® PRO has the following main functions:

- Deep cleans laundry with no use of detergent
- Decontaminants and purifies
- Conserves energy and protects the environment
- Sterilizes and disinfects



- | | |
|-----------------|---------------------|
| 1. Water Inlet | 6. PCO Cell |
| 2. Water Outlet | 7. Control Module |
| 3. Flow Switch | 8. Oxidizing Module |
| 4. Venturi | 9. Mounting Holes |
| 5. Static Mixer | 10. Power Supply |

Model	EcoWasher® PRO (7H-ECO-01)
Electrical	Input: AC 100-240V/50-60Hz Output: DC 12V 3A 36W
Ozone Concentration	0.5 - 1.0 mg/L
Water Pressure	Minimum : 40 psi Maximum : 100 psi
Operating Temperature	35°F - 85°F
Product Dimension	16.5" X 8" X 3.66"
Net Weight	3.85 lbs

EcoWasher® PRO PLUS Product Description

The EcoWasher® PRO PLUS model is designed to work for homes with hard water. If you do not have hard water see model EcoWasher® PRO. The EcoWasher® PRO PLUS is an environmentally friendly appliance designed to work with your existing residential washing machine. The EcoWasher® PRO PLUS is for homes with hard water. The EcoWasher® PRO PLUS uses **Advanced Magnetic Technology**. As water passes through this powerful magnetic field the molecules are polarized, giving them a positive charge. This results in soft water characteristics! The softened water is then infused with ozone, hydrogen peroxide and negative ions and then mixes them together through a static mixer, to create the ultimate oxidizer known as the hydroxyl radical. The EcoWasher® PRO PLUS will deep clean laundry and kill bacteria and viruses without leaving behind any residual detergent buildup. This is an incredible new technology that lets you do your laundry more efficiently while supporting the environment, your health and your wallet.

EcoWasher® PRO PLUS is designed to work with your existing washing machine and is intended for use in a residential laundry facility only.

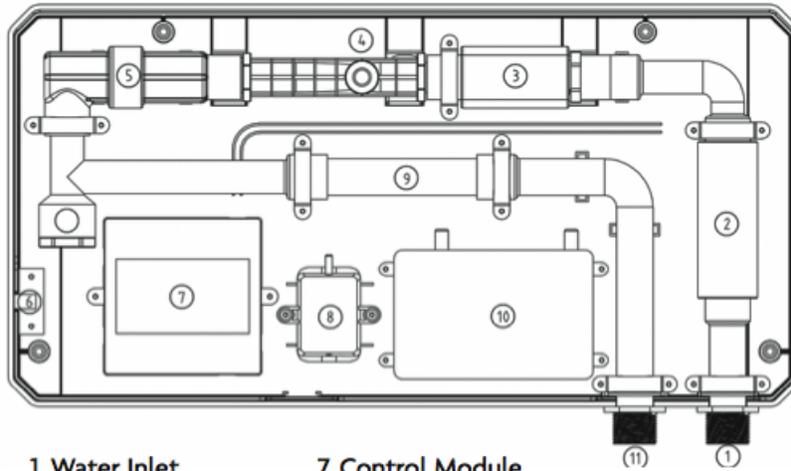
EcoWasher® PRO PLUS Pricing

MSRP: \$597

MAP: \$397

EcoWasher® PRO PLUS has the following main functions:

- Softens water molecules
- Deep cleans laundry with no use of detergent
- Decontaminants and purifies
- Conserves energy and protects the environment
- Sterilizes and disinfects



- | | |
|------------------------|----------------------|
| 1. Water Inlet | 7. Control Module |
| 2. Flow Switch | 8. PCO Cell |
| 3. Water Magnetizer | 9. Indicator Light |
| 4. Venturi | 10. Oxidizing Module |
| 5. Static Mixer | 11. Water Outlet |
| 6. D/C Adapter Plug-in | |

Model	EcoWasher® PRO PLUS (7H-ECO-02)
Electrical	Input: AC 100-240V/50-60Hz Output: DC 12V 3A 36W
Ozone Concentration	0.5 ~ 1.0 mg/L
Water Pressure	Minimum : 40psi Maximum : 100psi
Operating Temperature	35°F ~ 85°F
Product Dimension	18.625" X 9.5" X 4"
Net Weight	5.18 lbs

EcoWasher® ELITE Product Description

The EcoWasher® Elite model is designed to deep clean and disinfect laundry for those with regular city, municipal, and specifically hard water. It is designed to work with your existing washing machine. EcoWasher® ELITE with Germ Shield Technology not only deep cleans but also uses advanced nano silver ions to create a powerful invisible shield that disinfects and protects your clothing from germs and bacteria! As water enters the unit it first passes through a highly focused magnetic field to polarize and energize the water. It then continues through an advanced oxidation process where water is infused with hydrogen peroxide, ozone, and nano silver ions before entering the static mixer. This highly oxidized water will kill odor-causing bacteria and viruses while simultaneously deep cleaning and protecting laundry with Germ Shield Technology. EcoWasher® ELITE maintains bright colors and soft fabrics without the use of laundry detergent!

EcoWasher® ELITE is designed to work with your existing washing machine and is intended for use in a residential laundry facility only.

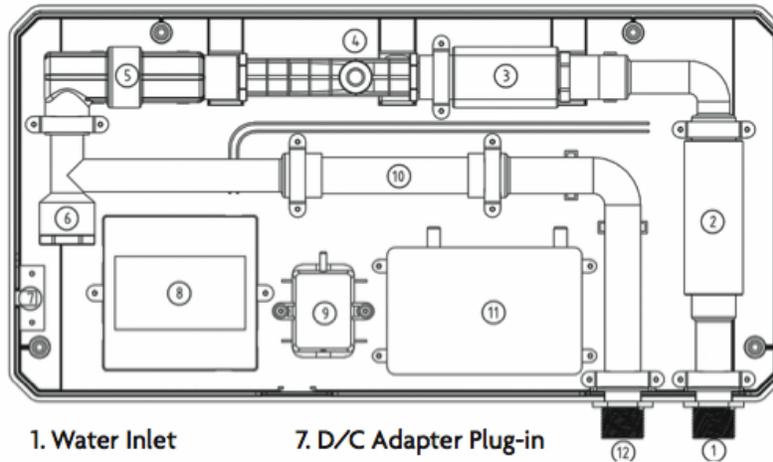
EcoWasher® ELITE has the following main functions:

- Advanced nano silver ions create a powerful invisible shield that disinfects and protects your clothing! This antimicrobial agent works to kill and repel odor causing bacteria, germs and viruses!
- Softens water molecules
- Deep cleans laundry with no use of detergent
- Decontaminants and purifies
- Conserves energy and protects the environment
- Sterilizes and disinfects

EcoWasher® ELITE Pricing

MSRP: \$667

MAP: \$477



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|---------------------|------------------------|
| 1. Water Inlet | 7. D/C Adapter Plug-in |
| 2. Flow Switch | 8. Control Module |
| 3. Water Magnetizer | 9. PCO Cell |
| 4. Venturi | 10. Indicator Light |
| 5. Static Mixer | 11. Oxidizing Module |
| 6. Silver Ion Probe | 12. Water Outlet |

Model	EcoWasher® ELITE (7H-ECO-03)
Electrical	Input: AC 100-240V/50-60Hz Output: DC 12V 3A 36W
Ozone Concentration	0.5 ~ 1.0 mg/L
Water Pressure	Minimum : 40psi Maximum : 100psi
Operating Temperature	35°F ~ 85°F
Product Dimension	18.625" X 9.5" X 4"
Net Weight	5.18 lbs

How to sell EcoWasher®

When describing the EcoWasher® technology, what tends to happen, is you lose your customers attention with big words and complicated sounding sentences... the easiest and most accurate way of selling the EcoWasher® is to do it the same way every time. Having a well structured path to follow keeps your EcoWasher® sales experience pleasant, and informative without boring your customer. We have put together five simple steps to explain it and in an understandable and exciting way.

! IMPORTANT NOTE !

EcoWasher® is intended to be used with any residential washing machine whether it be top load or front load. However, when using an EcoWasher® there are several other factors to consider regarding the customers type of washing machine. To ensure a positive experience for the customer when they use the EcoWasher® as well as to avoid future frustration, service calls or possible returns please use the following “Pre-qualifying” questions either before, during or after your demonstration.

Pre-Qualifying Questions:

Demo and sell EcoWasher!

Upon first glance at the EcoWasher® the first thing a customer will usually will feel is skepticism. What? How? Why? and How much? We have broken these questions down into selling steps for you!

The What:

“The EcoWasher® is the newest and most effective way to clean laundry without the use of any laundry detergent.”

A brief description of “What is EcoWasher®”

EcoWasher® deep cleans and disinfects laundry with no need for detergent, hot water or any other additives. EcoWasher® transforms ordinary cold water into a powerful oxidizing agent known as the Hydroxyl Radical. By using oxidized water to clean laundry you not only kill all germs and bacteria but your colors remain bright, fabrics soft and odors gone! Laundry smells like it came fresh off the line.

The How:

“EcoWasher® cleans 100% naturally without the use of any chemicals by combining nature’s cleaning agents to create Hydroxyl Radicals, which is the most powerful and safe oxidizer in the world.”

A detailed description of how it works broken down into 4 steps

1. Cold water enters the unit
2. Water passes through a flow switch that automatically will activate the unit. (point to where the flow switch is.)
3. The water will then pass through a venturi that infuses it with **ozone, hydrogen peroxide** and **negative ionization**.
4. Water flows through a static mixer (point to the blue light) and mixed together to create the powerful oxidizing HR molecule. (aka hydroxyl radical). This powerful oxidized water then enters your your washing machine ready to deep clean and disinfect your clothing. Thats it!

The Why:

For years people have relied on Laundry detergents because there has never been another way, until now. Laundry detergents contain many chemical ingredients that are not listed on the container and these same chemical ingredients are not only damaging on your laundry, but are hazardous to your health and environment and to top it all off their expensive!

Laundry detergents **largely contribute** to all of the following problems:

1. Faded colors

(Detergent breaks down the color in fabrics because of the harsh chemicals that are abrasive to bright color in clothing, therefore fading happens as quickly as a couple washes. Even the “color brightening agents” are actually light reflecting crystals that make your clothes appear brighter in certain lighting but also assist in fading.)

2. Stiff fabrics

(Again, when using detergent the residue is never completely eliminated from your clothing, therefore causing your clothing to feel stiff and dry.)

3. Wet sour smelling laundry

(Detergent residue remains in load of laundry after a wash cycle is done and if you leave it sitting for too long bacteria collects on the residue giving it a sour odor and giving you the feeling that you need to re-wash the load.)

4. Chemical Allergies

(Many people suffer from skin allergies and chemical laundry detergents contribute largely to those! Eliminate your laundry detergent and see what a difference your skin feels!)

So why choose EcoWasher? EcoWasher® Benefit's:

Saves Money

- a. No more laundry detergent
- b. No more fabric softener
- c. No more hot water
- d. No more wear and tear on your washing machine (extended life means less money spent on repairs or having to buy a new washing machine.)
- e. No more septic tank clogs (EcoWasher® PRO's HR molecule actually cleans out your septic tank by breaking down residue and buildup by powerful oxidizing molecules!)

Saves Time

- a. Less time spent doing laundry
- b. No more separating colors and whites
- c. Less drying time
- d. no more last minute trips to the store to buy laundry detergent
- e. No more fabric softener

Saves the environment

- a. Restores oxygen that detergents deplete.
- b. Restores plant and aquatic life
- c. Helps restore health

Step 2. How EcoWasher® works

It's proven technology that has actually been used in hospitals and hotels for over two decades! Hospitals use this technology because of the powerful disinfecting aspect and cannot use detergents due to the fact that there are so many chemicals included in them. EcoWasher® is hospital laundry technology made available for residential use. Water is infused with three super cleansing molecules, ozone, hydrogen peroxide and negative ions. After passing through a static mixer the water combines all three of these molecules together and create's nature's most powerful oxidizer known to man, the Hydroxyl Radical. The Hydroxyl radical outcleans detergent by over 10 times and leave's no chemical residue behind in fabrics and no toxic wastewater is dumped into the environment.

Step 3. Saves Money and Saves Time

- Saves a family of four up to \$700 a year.
- No more Detergent, soaps other cleaners.
- No more Fabric softeners
- No more Hot water
- No more last minute trips to the store to pick up detergent
- Fabrics last longer
- Longer washing machine lifespan
- Cleans out septic tank

Step 4. It's Healthy, Green, and Safe

- 100% Chemical Free
- EcoWasher® waste water releases oxygen back into the rivers lakes and streams
- Safe for sensitive skin, infants, chemical allergies etc.
- All Natural

Step 5. Close

If you could take this home and use it for _____ days, would you know whether it worked for you or not? Try it, and see for yourself.

EcoWasher Quiz - Study, practice, role play and rehearse until it becomes natural!

1. What are the three molecules combined to create a hydroxyl radical?

2. What is the commonly known name for Hydroxyl radical? (There are two answers that will work)

3. What benefits does the hydroxyl radical provide for laundry?

4. What is the correct response to someone saying they “like their detergent and the smell?”

5. Name 3 ways a consumer can benefit from switching from detergent to an EcoWasher

6. Where else has this technology been used? How long has it been used for? Why do they choose to use this cleaning method vs. detergent?

7. Name 3 major chemicals contained in laundry detergent?

8. What causes fabrics to fade, stiffen and shred with detergent? Please be detailed detail.

9. In what ways will the EcoWasher save you money?

10. When cold water first enters the unit what is the first thing it passes through? (*Hint It's what turns on the unit) the flow switch.

11. What three things are infused into the water before entering the static mixer?

12. What is created through the static mixer?

13. What would a customer want to remember if they have a high efficiency front loader?

14. What is a quick fix for an error code on a washing machine? (two answers)

15. On the list of the worlds most powerful oxidizers known to man, what is the number one and the number two and please note whether they are safe or toxic?

16. What is the oxidizer contained in laundry detergent? Where does it land on the list of most powerful oxidizers?
