## **Promoting the Code**



Approved Building Certificates + Warranties

A mark of excellence in customer service.

> Encourage your staff to provide outstanding service, handle every request with courtesy and professionalism





You should adopt a process that meets your customers' needs by:

- Explaining how the Code benefits them
- Ensuring they can make an informed decision without pressure
- Offering clear guidance throughout their purchasing process
- Knowing your responsibilities as a seller and providing the right support
- Identifying the best contact person for any concerns
- Understanding their preferred contact method
- Responding quickly and efficiently.