

But, I already have a stove that works!



“But, I already have a stove that works!”

## Say This:

### For the Recho Mirak:

Sure, I understand, who wants to replace what is still working? But, have you considered the savings of an efficient cookstove? Our charcoal efficient stove can also save you up to 40% of your charcoal costs, saving you up to 120 HTG a month. So eventually it pays for itself AND saves you money. Wouldn't it feel good knowing saving money that you can use for your family in other ways?

### For the Recho Gaz Blan:

Sure, I understand that, who wants to replace what is still working? But have you ever used a kerosene stove? People love them because they light immediately and you can cook much faster. Not only that, unlike charcoal, it just turns off, so there is no wasted charcoal when you're done cooking or breathing smoke.

The Lanp Enèji Pwòp is too small to light my house.



“The Lanp Enèji Pwòp is too small to light my house.”

## Say This:

Yes, this lamp is small in size, but it provides more light than you expect. It can't light your whole house, but if you hang it in the center it can light a single room better than a kerosene lamp. Not only that, its safe and portable. If you need to walk out at night, just take it with you.

Most importantly you save money after just a few months. The average cost of kerosene for a Tet Gridap is about 5 gourds a day, with this; you stop paying for kerosene and start saving money in just three months.

This light won't charge my phone.



“The light will not charge my phone.”

## Say This:

Yes, the lamp's main function is to be both a replacement for a tet gridap and also be a portable light. So it depends on which is most important to you right now, lighting or charging your phone. If it's lighting and you have another way to charge your phone, then maybe this is the right product for you. If charging your phone is really important, you probably want to consider one of our other products, which provide both.

**TIP: If the price is the obstacle here and you are offering Rent to Own, begin explaining this option to them using your site seller.**

I need a flashlight-style  
(torch) light.



“I need a flashlight-style (torch) light.”

## Say This:

Well, you're in luck, we have products that do just that, our lights just look different. The Lanp Enèji Pwòp is even specifically good for this because it fits perfectly in your hand (demonstrate how to hold it as a flashlight). Not only that, once you get to wherever you are going, you can always find a hook or tree branch to hang it from and provide safety, or simply angle it up from the ground. That's actually pretty difficult to do with a traditional flashlight.

**TIP: If you have a Lanp EP with you, demonstrate how to hold it as a flashlight.**

I just can't afford it.



“I just can’t afford it.”

## Say This:

### **TIP: Show the customer the energy savings sheet from the site seller.**

I completely understand, I’ve been there before. But, the thing is, you already are paying for your lighting, in fact, every year you’re spending much more in kerosene than a TiPowa and over three times as much compared to a Lanp Enèji Pwòp. The truth is, these products save you money by reducing or eliminating your charcoal and kerosene expenses.

### **TIP: If you are offering rent to own options, try this:**

But our company is not only about selling products; we’re here because we think these products are good for Haiti, the environment and our community. That’s why some of our retailers offer a Rent-to-Own option, so that you can use the money you are already spending on energy towards your product as you use it, and continue to get savings from lighting and cooking solutions after you finish paying for your item. Here, let me show you how Rent to Own works! (Move on to R2O option in site seller)

I already have electricity provided by EDH.



“I already have electricity provided by EDH.”

## Say This:

Sure, I understand, I have family with (or I have) access to EDH, but they get blackouts. Do you ever have blackouts? I know I do, sometimes there are more blackouts than there are times with power. Many people have these products for precisely that situation because we all know how unreliable the power can be. Wouldn't it be nice to have light you can take with you when the power goes out? The streets are pretty dark at night, and even worse during a blackout. The great advantage of \_\_\_\_\_ and \_\_\_\_\_ is that you can bring your light with you.

Having lights that are portable helps keep you safe inside AND outside your home.

How will one or a few lights help the environment?



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## “How will one or a few lights help the environment?”

### Say This:

Every small action helps, but more than that, you are helping influence others to do the same. When your friends and family see the steps you have taken for the environment and your family, maybe they will be inspired to join the EP family as well. Your decision not only brings immediate health and savings benefits to your family, it's also a vote that you believe in the idea. This multiplies the benefit of your choice greatly!

**For Lamps:** Also, high quality means durability and that it will last a long time. You will not have to replace as much or create additional waste like traditional lights.

**For Stoves:** We all know about deforestation in Haiti but the trees cut down for charcoal destroy the roots that hold the soil to the land. This means heavy rains wash the soil down the hills causing mudslides and soil erosion. This washes away the nutrients in the soil necessary to grow food, also. It's a lose, lose, lose.

I know that a lot of people rely on charcoal for cooking but we need to look at ways to cut down on charcoal use. Enèji Pwòp stoves do just that by offering both an alternative to charcoal and an efficient stove which cuts down on the amount of charcoal needed to cook.

The solar panel could be stolen.



“The solar panel could be stolen.”

## Say This:

You're right, there is no guarantee against theft, unfortunately. What I can tell you though, is that these panels are surprisingly slim and easy to store. Theft is most common at night when the panels are not being used. Our panels are easy to connect and reconnect so you can bring it in to a safe place in your house. Some people designate this job to a son or daughter as one of their jobs or set an exact time to bring it in to help from forgetting. This will also protect it from wear and tear or a child's accidents!

I'm fine using my kerosene lamps.



“I’m fine using my kerosene lamps.”

## Say This:

Sure, I felt the same way before I started looking more into these products. But, it’s not just that solar products save you a lot of money, kerosene is actually quite dangerous for you family’s health. We’ve all heard about accidental fires caused by open flames and you know how they make your eyes watery. But did you also know that when you burn kerosene lamps it actually gives off chemicals in the air that your family breathes in? Scientists have studied this and say that over your life, using Kerosene lighting products inside your home is like smoking two packs of cigarettes a day. You may not realize it, but Kerosene lamps contribute to getting lung infections and other sicknesses that can cost you money in health costs.

What’s great about modern solar lighting, is that they are safe for your family, won’t cause fires and save you money on top of that.