

# SALES FOR SAFETY - GARAGE DOOR SAFETY

Every May, the International Door Association (IDA) and Door and Access Systems Manufacturers Association (DASMA) makes safety a focus for garage door owners. This is a great segway into making sure your customers doors are safe, and potentially selling new items to ensure safety at their home or place of business.

Here are tips to scheduling a safety visit, including talking points to share with homeowners during Garage Door Safety month.

- Our garage doors see more action during the summer months, with kids in-and-out with friends, bikes, scooters and evening playtime.
- Teach kids how garage doors work, what the opener does, and how the safety sensors protect them.
- Briskly sweep, or use a hand-blower to clear the safety sensor areas, any corner or other cobwebs that are built over the winter months.
- If the door doesn't include a safety sensor function, recommend an upgrade that includes this life-saving function.
- Check springs for rust, creaking, or other signs of degradation.
- Check hinges and brackets for warping, cracking, etc.
- Check track for warping, and lubricate as necessary.
- Tighten screws and other hardware as annual precaution.
- Complete an overall aesthetic check, including any panel dents, or other signs of structural problems.

