



SALES ENABLEMENT

Rep battle card.

How to position Easy Rx Cycle and win the account.

THE PITCH

"One DEA-registered partner destroys every regulated waste stream you generate — mail-back or pickup, no contract, with a Certificate of Destruction on every order."

WHY US VS. THE NATIONAL HAULERS

- + No contracts or minimums (they lock accounts into multi-year deals)
- + One vendor for all 8 streams (they make you juggle several)
- + Destruction, not just hauling — non-retrievable + COD every order
- + Flat-rate pricing — no fuel or hidden surcharges
- + 100% client audit-pass record

HANDLE THE OBJECTIONS

"We already have a hauler."

We're not a hauler — we destroy, with a COD, no contract, and take streams they won't. Most accounts save and simplify.

"We're under contract."

No problem — we're contract-free. Run us in parallel for what your hauler won't take, and switch fully when theirs ends.

"Is this compliant?"

DEA-registered, EPA/RCRA, DOT, HIPAA/BAA — 100% client audit-pass, COD on every order.

"We're too small."

Mail-back kits fit any size, no minimums — a single sharps kit up to a 40-site system.

QUALIFY FAST

- + Which streams? (sharps, controlled, pharma, RCRA, chemo, biohazard)
- + Single site or multi-site?
- + Current vendor + contract end date?
- + Any DEA-scheduled/controlled drugs? Recent or upcoming audit?

Bring us the account — we'll help you close it.

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