

BSI-Crowd Control, LLC. has adopted the following beliefs about sales and customer service...

- 1) Every Customer/Potential Customer has a need for Significance, Authority and Honor. We will strive to recognize those needs.
- 2) It is not our aim/goal/desire to be the cheapest. Typically “cheap” is cheap and people can tell. Our happiest and most satisfied customers do not come to us to buy cheap.
- 3) We will strive to serve our customer in the best manner possible. We are not perfect... and neither are they. We know crowd control equipment... and a few other things. Our customers know that they want to appear orderly and what they want their business or facility or institution to look like. We'll make every attempt to help them in the things we know.
- 4) There are so many options out there where people can buy crowd control... We have found that people still like to buy from people... especially people they trust. We like our people and we trust you will find our people to your liking. They will probably want to get to know you as a person so they can better serve you.
- 5) People shop all the time for the best price. People also shop for the best deal. Both are okay in our book. However, “Best Price” and “Best Deal” are not necessarily the same thing. We prefer to help people make the “Best Decision.” The “Best Decision” doesn't always mean the “Lowest Price.”
- 6) No one likes to be sold. No one has a burning desire to be sold. However, people do like to purchase. We will do our best to help our customers purchase the items that will make their customers flow efficiently within their facility.
- 7) We know we can't be all things to all people – so we have made a commitment to concentrate on being the best group of crowd control experts we can be... and that means we may know someone that can help you in other areas. Feel free to ask us!