



# Trainer's Toolbox

# Selling Caulks and Sealants

# Questions to ask before buying:

- Where will it be applied?
- What type of surfaces will be bonded or caulked?
- How much stress or movement will be placed on the joint?



# Latex Caulk

Fill gaps in baseboard and trim, or interior window and door frames.

## Features:

- Water-based
- Paintable
- Not usually flexible



# Kitchen and Bath Adhesive Caulk

Use for filling gaps in areas prone to moisture.

## Features:

- Has an added mildewcide
- Flexible and crack-resistant
- May include a sealant and adhesive



# Silicone Caulk

Use for around bathtubs and sinks, especially smooth surfaces.

## Features:

- Resists mold and mildew
- Water resistant
- Flexible
- Not paintable



# Siliconized Acrylic Caulk

Use inside or outside on a variety of applications, including glass and tile.

## Features:

- Flexible
- Paintable
- Mildew-resistant
- Water cleanup



# Add-on Sales



Caulk Gun



Knife



Backer Rod



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**Take NHPA's Basic Training in Hardware Retailing, Paint and Decorating course to learn more about caulks and sealants.**