SALES HOMEWORK

1.)**The pains of our costumers**: It is hard for disabled people to execute ordinary tasks such as buying in the shop or reaching the desired destination in a city. Those people can feel isolated and not an ordinary part of the society. This strong negative emotions influence their life and also the social welfare. (There are lots of other problems that we should examine by customer interview, because our main goal is to help people and make their life better.) With the help of our web service, our customer will have bigger freedom making those tasks. Hopefully, this influences the environment as well. Moreover, it can help people with little time to help or work f.e. to university students who don’t have the time to have a part-time job (20 hours a week) while they have time for small jobs. Furthermore, this way they can commit to the society passively.

This commitment can generate a **positive feeling** to the customer while earns money.

This positive feeling **can affect people** both around the people who made the act and both around the people who received the act. The one who worked and helped others can show a good example around themself. And this acts can not only help the one who received the help but its relatives. If they don’t have to take care of a retired( 24/7 ) can be a big relief for the family.

In my opinion, is the best while the saddest **story** is the one which is around us right now. The coronavirus. Our app could help connect people in need with people who have free time. Do some old folk need to go to the grocery shop? But they are endangered! No problem put an add on the app, and someone will go to shopping instead of her!

2.) Sales channel:  
We would firstly use ecommerce as a sales channel, beacause our main platform could be an application, which adjust the service online.   
Resources?   
To achieve our goal we need some assistants who can keep in touch with people and we also need to implement the whole software. In addition we always want to build up **relationships**.

1. Companies  
   it is really necessary, they can support the poor people by investing coupons
2. Potential Costumers  
   it can be solved by making costumer interviews (we are planning to visit instituts (after the epidemic) to meet up blind and partially sighted persons)
3. Networking  
   creating a LinkedIn profile and getting touch with clients, businessman constantly
4. Finding an investor, supporter  
   somebody who are beliving in our idea and have a vision with us.