

1 - Introduction:

Bonjour Estez/Madame, Kifak/Kifik?

(Pause)

Ma3ak/ma3ik (name) mn YellowTech.

Min fadlak, hadrtak saheb l mahal aw decision maker?

(Pause)

YES	NO
	Eza fiyye 3azbak tse3edne etwasal, ma3 owner bi wa2t mnesab aw ayya decision maker la ano m3na 7al software kteer ra7 yese3edkon. (Pause)

Me Talking to Owner:Hello ma3ak (name) men YellowTech Ma ha ekhod ktir mn waetak, bas am botosel la2anno badde khabrak aan software ha yghayer l tari2a l btecheteghel fya lal afdal. Eder tesma3ne la 5 mins la khabrak?

(Pause)

2 - Pitch:

Awal chi ha khabrak al sari3 min nehna.

Nehna cherket software mn Lebnen esma YellowTech mn se3ed small businesses la yokbaro bi quality and cost efficienct solutions...

Okay so nehna 3emlin software esmo YellowPOS lal dkekin wl supermarkets. Hal software web based ma baddo wala chi hardware, btfout 3le mn Laptop aw telephone w bt balleesh techtghil deggre.

2nd mnaeref wade3 l internet bi lebnen adei 3atel fa mn chen hek hal system aando online/offline sync fa eza knt am techteghil 3le w rahat l internet fik tkamel techtghil 3ade 3le w wa2ta terja3 l internet la helo byaemol sync. W akid fi 3ndak kaza user role fi user elak ka owner tghayer as3ar w tzid products w tchouf kl chi sar bl items w fi user lal mwazafin 3andak with less permissions or priveleges.

(Pause)

3 - Create need before Offer:

Before the offer men jarreb nes2alo eza shi marra fakkar yesta3mel software w lesh ma kaffa bhal decision shu wa2afo eza: cost, wa2t aw 3adam ma3rifet sheghl 3leh....

w mne3lmlo enno kell hawde ma7loulin w ne7na 7addo fiyon w men 7asseso adde mhem hal shi la ma yensara2 w la yodbat sheghlo w yetnazzam w mne5la2lo hal 7aje aw el need ba3da lamma yfasser shu wad3o men ademlo el 7al w ba3do el offer yelle bi wasello hal 7loul ...el offer deyman ba3d ma n7ess 2alna 3eyez our services ...eza 2alna ma fi need 3m ndayye3 wa2t w afdal nenhe el 7adis.... w fina nes2alo simply eza bi 7aje la hal service eza huwe ma lama7lna enno3 3ayez... bass akid men kun abl 7ewalna ne2na3o enno henne need w mafroud la yetwar sheghlo ya3melon w eza 2el mesh 3eyez men 2ello bass tsharafna w thank you 3a wa2tak eza shi nhar 7tajt la software solutions nehna your team lamma t3ouzna.

4 - Offer:

Halla2, bade es2alak shi. Bta3ref adei as3ar l POS systems hal iyyem?
(Pause)

Bi hal wad3 el so3eb w law enno hayda el service ghele w fiyo mouteba3aba yawmiyye mnetsharraf nwekebkon w neksabkon... so YellowPOS bi addem kel hal features li khabaretak 3anna—sync online/offline, user roles, no hardware.

Zboun: W se3ro adde ? Fi systems bi balasho mn el 300\$ w baddo hardware kteer. Bass 3anna, la2anno mnefham wad3 l businesses, 3melna hal offer. Liyom, fi offer exclusive la small businesses, btjarreb YellowPOS for 3 months FREE. W ba3d hal offer, law 3ajabkon, bi kallef bas \$10 bl chaheer. Yani se3ro a2al mn se3r sandwich bel ghada, w byottla3lak POS metkamel ma3 kel shi bt3ouz.
(Pause)

For 1 year 100\$..8.33/month
Eza for 2 years 7\$ per month

5 - Closing:

Estez (Client Name) Laish ma nfout 3a demo sara3a? Ra7 nfarjik bi da2ayi2 kif bt2addar t7awwel l shoghl la shi aktar efficient, w hek betshouf kteer nafe3.

(Pause)

Eza machghol hala2, fek t2elli emta bi ray7ak, w mnfout meeting bfarjik l demo in action. (Pause)

Khalleeni ekhod emailak ta eb3atlak details

6 - Objections:

1. "Ma b7taj l POS system."

Fahim, bass fi kteer eelam min ba3d ma jarrbo YellowPOS ken ra2yon metelak awal shi. Hal software bi khalli l ma7al yeshteghil 3a tari2a l modern w mnazzame.

2. "Ana met3awed 3ala l taree2a l 3ade."

Befhamak ennek met3awed, bas ana bonsahak tjadded w tjarreb hal system l jdid la2anno mafi mtlo on the market bi hek features w aslan in anycase enta mannak khosran chi.

3. "Ma bshuf bi7ajje la system jdid hala2."

Befhamak estez, bas gher kel l features lli m2adminon bi YellowPOS, hal system ha ydallo yetjaded bi updates w ma3o customer support la nse3edkon bi ayya chi bt3ouzo.

4. "Ana mech met2akked iza hal system byenef3 ma7ali."

Fahim, w hal da3wa ma7louleh. Khalliine a3melak free demo la tsouf kif hal system byeshteghel la tijaratak specifically.

5. "El 3ared kteer 7elu, bass ma bdna hek costs al mahal."

Ma3ak 7a2, mna3ref l wad3 l iktesadi adesh daye2 hal zaman. Bass ana m2akkad eno baed ma tokhlas l free trial 10\$ bl chaher ma ha tek3a hadan.

6. "Bchouf bil mosta2bal."

Okey Estez, bas hyda l offer ma ha ydall lal mosta2bal, enta technically mannak khosran chi. Ha tjarbo la 3 months w eza aajabak enta ha totlob mene enno jaddedlak l subscription lahelak.

7 - Rejection:

Ma fi moshkle Estez, betfaham haderak. Bas, 2abel ma nkhales l mo7adaseh, fi shi a5ir. Ma3 7adreck btaeref shi chakhes aw s7eb ma7al tene mumkin ykoun mouhtam b hek system?