

# Banking & Finance – Loan Applications

## **\*\*Opener (Human + Relatable)\*\***

Hi, this is Sarah from Spark AI. Most lenders say loan approvals get stuck in manual KYC and paperwork. Do you see that with your team too?

## **\*\*Diagnostic Question\*\***

Roughly how many loan applications does your team process in a week?

## **\*\*Solution + ROI Pitch\*\***

We run a 90-minute AI Accelerator where we show teams how to automate these workflows. That usually saves 200+ staff hours within two months and cuts process times by 40–50%. If it doesn't, we refund the fee.

## **\*\*Proof Point\*\***

One UAE bank reduced loan turnaround time by 45% last quarter after adopting automation.

## **\*\*Close\*\***

Would you be open to mapping your top 2–3 workflows on a short Zoom? I can do Tuesday morning or Wednesday afternoon — which works better for you?

## **\*\*Objection Handling\*\***

If prospect says 'Email me': "Of course. Just so I send the right info, which part of this process slows you down the most?"

If prospect says 'No budget': "Totally understand. Most clients cover the workshop from the first workflow we automate. If we don't find savings, you keep the roadmap free."