

F2 - Fintech Sales Document Overview

F2 - Fintech's sales strategy drives revenue through loan services and web app subscriptions. These sales documents, effective February 26, 2025, standardize processes, align teams, and attract customers effectively.

Sales Proposal Template: This template targets potential loan clients and app users. For loans, it highlights benefits (e.g., quick approval within 24 hours, flexible terms) and includes a sample offer (e.g., \$10,000 at 6% APR over 24 months). For apps, it pitches features (e.g., Doctor Appointment's real-time scheduling, Task Management's team collaboration) with pricing (\$5/month premium). It closes with a call-to-action: "Apply now at f2fintech.com."

Commission Structure: F2's sales team earns commissions to incentivize performance. Loan officers receive 2% of disbursed amounts (e.g., \$200 for a \$10,000 loan), while app subscription sales yield 10% per signup (\$0.50 per \$5 subscription). Bonuses apply for exceeding quotas (e.g., \$500 for 50 loans/month), ensuring motivation aligns with company goals.

Customer Pitch Deck: A concise deck showcases F2's value. Slide 1: "Who We Are" introduces F2 as a fintech innovator. Slide 2: "Our Solutions" details loans (up to \$50,000, 5-10% APR) and apps (streamlined healthcare and productivity). Slide 3: "Why Choose Us" emphasizes fast funding and user-friendly tech. Slide 4: "Get Started" directs to f2fintech.com, driving conversions.

Sales Script: For phone or in-person pitches, this script ensures consistency. "Hi [Name], I'm with F2 - Fintech. We offer quick loans up to \$50,000 with rates as low as 5%, plus apps to simplify your life—like booking doctor visits in seconds. Can I walk you through how we can help you today?" It's adaptable, addressing objections (e.g., "Our apps are secure and affordable at just \$5/month").

Partnership Agreement: F2 collaborates with healthcare providers and businesses for app integration. This agreement outlines revenue splits (e.g., 60% F2, 40% partner for referral sales), mutual obligations (e.g., partners promote F2's apps), and a 12-month term, renewable annually. It boosts sales through strategic alliances.

Sales Forecast: This projects monthly targets: \$500,000 in loan disbursements (50 loans at \$10,000 average) and \$10,000 in app subscriptions (2,000 users at \$5). It factors seasonality (e.g., higher loan demand Q4) and marketing campaigns, guiding resource allocation.

Discount Policy: To close deals, F2 offers limited discounts: 0.5% off loan APR for referrals (e.g., 5.5% vs. 6%) and a free first month for app subscriptions via promo codes. Restrictions ensure profitability (e.g., max 10% of deals discounted).

These sales documents streamline F2's efforts, ensuring consistent, effective outreach to grow its customer base.