**Sale Process Guide**

(Will be changed from time to time so make sure you always have the latest version)

**Step 1 – PITCH**

Talk to businesses you are pitching our product to (make sure you are dealing with the decision maker) and explain to them the following:

1. Benefits of using buying.com, which are:
	* + on demand drivers
		+ saving their business money on each delivery
		+ doubling their sales by expanding their area of exposure on food aggregator platforms
		+ providing restaurants with reports on their customers (name, phone number, address), which business owners can use to remarket to their client base
		+ 24/7/365 live tracking and communication with drivers and buying.com helpdesk support staff
2. Run business owner through the site/dashboard to give them an idea of how our delivery solution works. When running a business owner through the dashboard you can use the following test credentials:

**Dashboard link:** https://www.buying.com/index.php?route=account/logintls

**Username:** test12345@buying.com
**Password:** sales123

1. Make sure business owner is comfortable and understands what services they will receive and how we are helping their business.

**Step 2** –**SIGN UP/ON BOARDING**

If you are booking a meeting (zoom or face to face) to sign up the restaurant at a later date/time please advise the restaurant owner/manager that the sign up and onboarding process takes 20-30 minutes and is done over a zoom call. As soon as possible before the onboarding zoom call email the Sign Up Check List to **sales@buying.com**. Sign Up Check List is downloadable from the “Guides” menu in sales dashboard.

***IMPORTANT:*** It is very important that the restaurant owner/manager has all the credentials (usernames and passwords) ready for each food aggregator before the sign up/onboarding call. Double confirm they have usernames and passwords ready before the sign up/onboarding call, as this will make the process a lot quicker which means you will be paid quicker. If the person you are dealing with does not have the credentials ready, we will not be able to on board them at that time of the zoom meeting and the process will be delayed.

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**Step 3 – ZOOM CALL**

Once we receive a completed “Sign Up Check List”, we will confirm the zoom time/date with you and we will email to you and the client a zoom link.

Three or four people should be on the call, you, the business owner, our sales administration person (possibly two if we are training someone).

**Step 4 – COMPUTER SYSTEM DELIVERY AND TRAINING**

Once the sign up/on boarding process is complete we will send via USPS our 24” computer system to the restaurant. We will track the parcel and once received we will call the restaurant and we will provide phone training which usually takes no more than 5 minutes.

**SUCCESS!**

Sale successfully completed! Deliveries will now be processed through buying.com and you will receive your commission payment 8 days after the first delivery goes through, please make sure you bank details are updated in the sales dashboard.

For all other sales related questions or queries please email sales@buying.com

Happy selling!

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