

## **HOW TO PITCH ACCORDING TO THE CLIENT'S ORIGIN**

SCANDINAVIAN COUNTRIES( Sweden, Denmark, Norway, Finland, Iceland)

These clients most of the time are old people and they really need someone to talk to. It will be very wise for you to pitch very gentle and slow with emotions. They are most of the time retired people and the only way you can find connection is talking to them about their experiences in life, about their job, family and what they plan doing now during retirement and tell them you want to benefit from their experiences in life. After getting the connection you have to let them know that you want to give them an equally Brilliant experience in life about making money the easiest way without them making any effort of going to work every morning since this is the time they need to relax and enjoy their lives with family...

## **CLIENTS FROM UK, AUSTRALIA AND NEW ZEALAND**

These three countries are countries I call 'KNOWING' because they seem to know everything in the world and they great ego. They believe they are very good and they always feel they are right and are very rude on the Phone. The only way to Handle such people is not to argue with them on whatever direction they take and make them feel they are intelligent. Ask them relevant questions like work and talk about news in their countries and how it will affect the world either positively or negatively to make them contribute more in the conversation and also feel they are important. Later talk to them about how important the financial market has become because of great countries like UK, Australia and New Zealand and tell them they stand a good chance of making good money because they are intelligent and perhaps will learn to trade within months of which the company will even issue a certificate confirming the client as a master trader

## **CLIENTS FROM EUROPEAN COUNTRIES**

Clients from other European countries are actually very easy to work with and they are always comparing one country within the U to another. Example is someone living in Germany thinking of living and working in a great country like Germany to make more money than what he is being paid in his country. We need to create an image in their minds and make them believe that there is no need for you to travel and leave your family behind but rather you can give him or her the same opportunity with higher salary. Make them understand that they will be working in the UK online with our company by making a deposit and they stand a chance of making a lot of money to be with their families rather than them leaving them behind. The second thing is to make them understand that they will actually make good returns as profit without paying any cooperate tax.

# CRYPTOBASE ENGLISH DESK

## INTRODUCTION.

Good day Rooney...How is your day going. I believe I didn't catch you in a bad time. Well My name is Steve Lloyd, a senior account manager from the Cryptobase company in charge of stocks, commodities and CFDs. Well I just called to give you detailed information about the Global market and how we can make money together with my company.

Hello James, Good morning and how was your night? My name is Michael Lee and I am a cooperate member of the stocks, commodity and Crypto market representing the Cryptobase company. The reason for my call is just to inform you that you have a Bonus of \$100 in your trading account right from the day you made the registration. Maybe you might have forgotten about it so I am here to show you your account and how you can proceed to make profit for yourself.

Hi Matilda, This is Kennedy Brown from the European Bank Association, How have you been?. Well I am so happy to speak to you today because I have been trying your number for a week now. I guess I am so lucky today. I wouldn't to waste your time but the reason for my call is to tell you we are running a profit making program with banks in your country and this is about assets like Gold, silver, Crude oil, investing in companies like McDonalds, Walmart, KFC etc. I know very well you will find this interesting and you would like to make an extra income for yourself.

## HANDLING OBJECTIONS

### I DON'T HAVE MONEY;

I know very well you don't have enough money and it is the main reason why I called you. I actually want to help you to make money without you stressing yourself. It is not appropriate for anyone to use the phrase "I don't have money" because it only makes you to devalue or see yourself not capable of reaching the top. We have single mothers and fathers as well as the unemployed working with my company and this should tell you that we give everyone an equal opportunity to make money. You don't actually know how much it cost to have an account with my company?

### I DON'T HAVE TIME FOR TRADING;

I understand you very well Monica that you don't have time. This shows how committed you are towards your job and family, we are actually looking for people like you that are eager to make money but are occupied by work and family. We actually have people that are at your service to work for you freely without you paying and this will never interact with your work and domestic activities. This is because you will have a number of experts like the financial adviser, chief Broker and account managers that will be managing your account and to ensure that you make profit and receive it every Friday

### **I AM NOT INTERESTED;**

Okay John I know you are not interested because my junior managers have already given me this information but I only called to confirm and to reason with you how we can build this interest together. By the way do you have any negative experience you would like to share with me? Because if this is not about a negative experience then John I believe you don't have enough insight concerning trading on the Global market. We have all been in your position at a point in life where we have no interest in taking a particular person as a friend but we end up being the best of friends with them simply because we were able to find a level of understanding. Finding the interest to do something comes with the desire to experience something positive and that is the assurance I am giving today that you will never regret making this decision.

### **What is the guarantee that I will make profit?**

Everyone will like to put his money into a profitable venture and I understand the reason why you are asking such a question. First let me tell you that your profit making has implications on my company's license as well as my job opportunity. What I am trying to say is that if clients are not making profit from our company then my company will lose its license to operate and therefore render me unemployed. We need you to be successful in order for us to exist and that is your guarantee.

### **I AM NOT WORKING;**

I understand you very well because I have once been in your situation like 10 years ago and that was actually a very difficult time of my life but one thing you need to understand is that we were never created alone and for that reason we have families, friends and even strangers that always welcome a good idea to help people. I don't think your family will allow you to die when you need an urgent medical attention because you are not working? They will actually help you to live and that is the kind of mentality we need to have when it comes to making money on the Global market. We can always ask for assistance if we are very desperate to be successful and this time around I don't want you to ask for money for a hospital bill but money to start up a good business to pay for Hospital bill, utilities, Rent etc.

### **I LOST A LOT OF MONEY;**

This happens with every human whenever you want to be successful and off course failure is always the best experience in life and it teaches us new ways to be successful. There are only 3 ways people can lose money on the financial market and that you trading with a company without a regulation or license, the second one has to do with you not following the instructions of the Broker and the third one has to do with you working with an inexperienced company which results in poor analysis of the market and later on makes you to lose your money.