

BRN Group #3 Bio Sheet



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Overview of Products/Services

- Office Technology
 - Copiers, Printers, Scanners, Fax Machines
 - Making your office “Paperless” with scanning to database

What makes you different from your competition?

- Waltz has been in Business since 1892, one of the oldest of our kind in the nation
- I am the 3rd Generation Ownership in my family at Waltz Business Solutions
- Personal service, Personal Attention, Positive Attitude

Ask for Business: “A good referral/lead for me is...”

- A company who currently leases a copier/printer/scanner/fax
- A company who currently has a separate fax, separate copier, separate everything
- A company who goes to Kinko’s for copies (color and/or black and white)

A qualifying question to pose to prospect?

- Have you ever considered an all – in – one product?
- Do you outsource any printing or copying currently?
- Do you like your current copier?

Memory Hook and then Conclude with Name and Company.

- Waltz Business Solutions, since 1892
 - The official Document Solutions Provider for the Cincinnati Reds

- Matt Jehn Waltz Business Solutions 859-814-2188

