



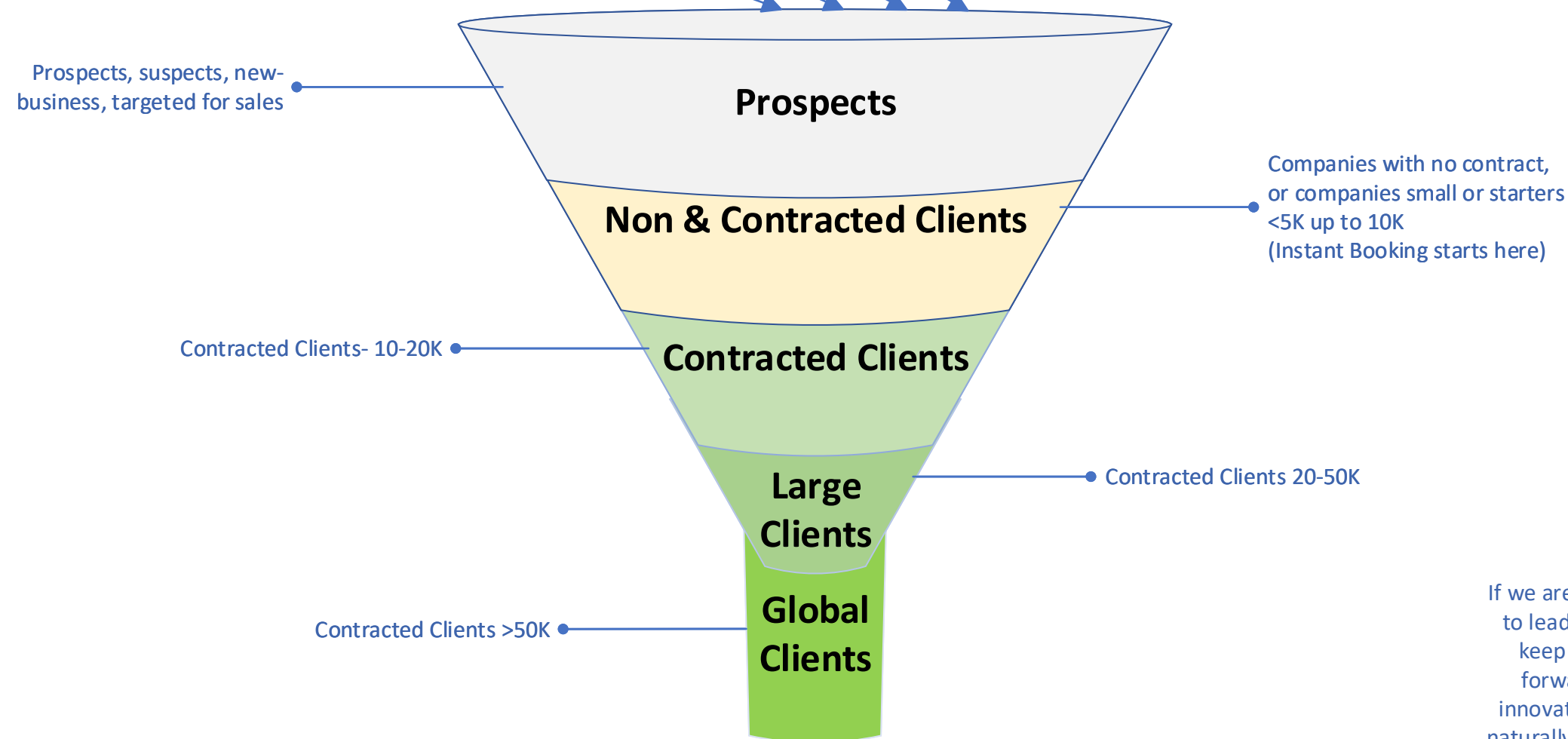
In how we pitch in 7 steps

1. Start with a great headline
2. Tell a story
3. Address them with a speech
4. Stay calm - use moments of silence
5. Be crystal clear, stay KISS, not too
6. Be confident at all times and authentic
7. When they or you ask questions - really listen
8. Stay interested, modest and generous

- 1 **Ambition**
- 2 **Goals**
- 3 **Targets**
- 4 **Plans**

Sales is about winning

- What is your ambition at Meetingselect?
- Have you set your goals for the short, mid and long term?
- How about your accounts, have you set up the targets for each of them?
- Have you made a structured plan?



Reciprocity is what a booking should evoke with a meeting planner or booker, we achieve this by increasing the ease of use of the platform and constantly innovating the tools and features

We want to entice our clients, the users, to proceed to 100% adoption of our platform. Convincing stakeholders, users and DMUs is essential to achieve this. Persistence is the key to success here.

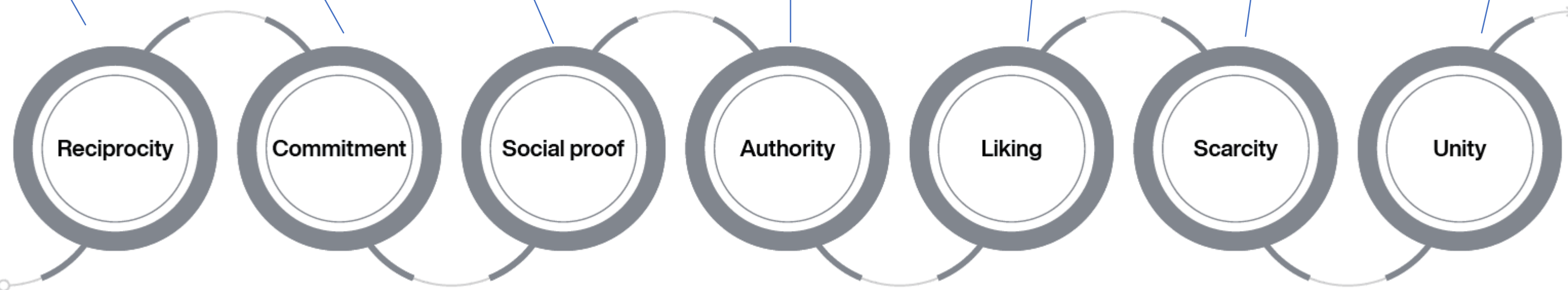
In addition to our CO2 footprint, the possibility to save trees 'Hotels for Trees', we as a Platform only benefit if we not only say, but also do what we promise. And of course everyone should know that.

We want to be the best and become the biggest, then we have to radiate that to our customers, users and our prospects.

We can only generate sympathy among our customers and users if we remain authentic, friendly, helpful, service-oriented and solution-oriented.

If we are not afraid to lead the way, keep moving forward and innovate, we will naturally come to a point where the quality we have achieved is a scarcity among suppliers like us. Then it becomes self-evident to choose us.

Due to our rapid growth, we must maintain unity internally and realize moments of intervision for and with each other. Externally, the unity that we have to radiate is one of a community feeling, it is precisely that feeling that the customer and user naturally want to belong to.



We work with data from companies and organizations, individuals and we must always strive for 100% security of the platform. Safety comes first!

Enjoyment is for the user the offer of the number of locations, the possibility to compare quotations and the way in which our service is provided.

From the customer's point of view, the Convenience(Ease) is nothing more than ease of use of the platform, the invoicing processing and clear agreements that have been made in advance.

What is the gain? That is the savings for the customer, the payments that are made on time for the suppliers and of course the time that is directly and indirectly saved by the client and suppliers. Even the suppliers save labor costs through the agreements with us.

