Equip sales staff

A customer asks two practitioners the same question and receives different advice.

Fictional example

Clair · The G450 refill fits G150. Staff ask for clarification if the reference is unreadable.

Try a first purchase and an unknown bottle. Each should lead to a different action.

First purchase	Show the G150 bottle
Unreadable reference	Check the bottle before recommending the refill

€1,420 · full scope, no VAT

One question, one range, one location and up to four references. Editable guide and distributable handout.

In the stated scope, the brand controls sending, distribution or import. No third-party charge in this example. €710 after signing and €710 within 14 days of full handover.

The smallest useful scope

Staff already have the guide and the second location sells the same range. Keep this in-house · €0 to CP360.

To agree the date

Recurring question, local assortment and approved instructions. The brand approves the rule and exceptions. CP360 finishes the answers, files and reference checks. Jérémie confirms date and budget in writing before signature.

Jérémie Gavrilovic · contact@checkpoint-360.fr