

Salesperson: May I please speak to the owner?

Employee: Sure, one moment

- If they ask who's calling: I am an employee at Coinflip.

**IF NO OWNER:** Ok, no problem, I can call back later (\*\*don't waste time talking to managers or employees unless they specifically ask what it is regarding\*\*)

**Owner:** How can I help you?

Salesperson: "Hi, my name is Daniel, and I'm calling from CoinFlip.

\*We are a network of 120 bitcoin ATMs located across 16 states, and we were looking to expand into the Chicago (area.)\*

I noticed that \_\_\_\_\_ had long hours and a very central location, so I wanted to offer you the opportunity to host the only kiosk in Chicago; We pay \$1200 of rent per year (3 months upfront!) or 5% of profit, whichever is higher, and our presence ALONE attracts 40-50 people per WEEK to all of our locations, because bitcoin is incredibly hot right now.

Do you want this opportunity...

If this interests you, I'd be happy to send my operator to install it and give you the check for the first 3 months.

Questions/Objections:

Owner: \$1200 per year is too low, that's only \$100 per month

Salesperson: \$1200 per year is the absolute minimum, our top performing locations earn as high as \$5000 per year. We also give you a ton of business because we do free marketing for you and attract 40-50 people per WEEK to your storefront.

**\*\*The most we ever offer someone for base rent is \$2400 per year if they seem to be on the fence, and their location is bomb**

Owner: We already have an ATM

Salesperson: This isn't really an ATM, we just call it that so that you can get a better image of it. Our kiosk only exchanges physical cash for virtual currency--we sell bitcoin, litecoin, ethereum, Tron, OMG, and Dash. Our kiosks do not involve debit cards or bank transfers in any way and do not compete with that business model.

Owner: Can you send something to my email?

Salesperson: Ok, I can definitely do that, what's your email?

\*\*send copy of hosting one pager to owner\*\*

Owner: I don't have any space for an ATM/ I don't have internet.

Salesperson: We only need a 1x1 foot space, and a plug; that's it! We can install a hotspot if you do not have internet.

Owner: Am I going to be expected to help customers who have issues using the ATM?

Salesperson: No, we take care of all support, and there is a number directly on the ATM that customers will use to contact us if they have any questions.

Owner: I need to think about it, and then I'll get back to you

Salesperson: That's fine, but we typically secure a location in a new area within a day or 2 of searching. If you want the chance to host it, I would definitely get back sooner rather than later. Is there a time I can follow up with you?

May I have your name and cell phone number so that I have an easier time reaching you when I call back, because obviously you're very busy.

Owner: Is this legal?

Salesperson: Yes, totally legal. We are a federally licensed money services business, and are regulated by the Financial Crimes Enforcement Network (FinCEN). We also have a comprehensive Anti Money Laundering/Know Your Customer Policy.