REHAN QUANT LAB

GROUND SALES & BNI COMMERCIAL OUTREACH PLAYBOOK • PATNA EDITION

PATNA COMMERCIAL FIELD MANUAL

MSME Reg: **UDYAM-BR-26-0258772** • NIC: 62011

01 BNI IN-PERSON WEEKLY PRESENTATION SCRIPTS (DELIVER WITH CONVICTION)

30-Second Elevator Pitch

EXACTLY 30 SECONDS

"Good morning fellow members and guests. My name is **Mohammad Rehan**, founder of **Rehan Quant Lab**.
Imagine running a busy supermarket on Saturday night, and suddenly Airtel broadband goes down. All 5 checkout counters freeze, customers abandon carts, and your business stops.
We engineer the **Retail Desktop POS Suite** — 100% offline, air-gapped billing software built in native Rust. **Pay once, own forever, zero monthly fees.**
My ideal referral is a retail showroom or supermarket owner with 1 to 5 billing counters in Patna. Mohammad Rehan, Rehan Quant Lab."

Delivery Tip: Hold up a 3-inch thermal bill receipt in your hand during the pitch.

Patna Local Hinglish Pitch

CASUAL / 1-TO-1

"Namaste sir. Patna ke 90% dukandar har mahine ₹2,000 se ₹5,000 Tally ya cloud software ka rent bhar rahe hain. Aur jab internet slow hota hai, billing counter ruk jata hai.
Humara software **100% offline** chalta hai bina internet ke, standard thermal printer pe turant bill nikalta hai, aur barcode stickers print karta hai.
Ek baar payment kijiye, lifetime software aapka — **zero monthly rent forever**. Government registered MSME enterprise hai with 14 days money-back guarantee."

Use for: Informal shop visits in Fraser Road, Boring Road, Hathwa Market.

02 THE 60-SECOND BNI FEATURE PRESENTATION (PROBLEM → SOLUTION → REFERRAL ASK)

Full 60-Second Weekly Presentation Script

60 SECONDS FLAT

"Good morning BNI family. Retail store owners in Patna are bleeding between **Rs. 5,000 to Rs. 15,000 every month** in recurring SaaS software rent for cloud tools they will never own. Worse, whenever local broadband drops, their entire billing system shuts down.
At **Rehan Quant Lab**, we have engineered the **Retail Desktop POS Suite** — an air-gapped desktop system powered by 4 engines:
1. RQL RetailPOS™: Sub-millisecond offline thermal receipt billing engine.
2. RQL PriceTag™: Instant barcode sticker generator for Avery sheets & thermal rolls.
3. RQL StoreChain™: Syncs up to 5 checkout registers over local Wi-Fi with zero internet.
4. RQL QRStudio™: Instant countertop UPI payment stand matrix generator.
Certified clean by Microsoft WDSI, registered under Ministry of MSME, and backed by a 14-day unconditional money-back guarantee.
My Specific Ask: Introduce me to retail owners, shoe showrooms, apparel boutiques, and supermarket owners in Patna who want to stop paying monthly software rent."

03 THE 3-MINUTE LIVE OFFLINE LAPTOP DEMONSTRATION PROTOCOL

STEP 1 (15 SEC)
Disconnect Wi-Fi
Turn on Airplane Mode right in front of the store owner. Show zero internet connection.

STEP 2 (30 SEC)
Instant POS Boot
Double-click `RetailPOS.exe`. Point out: Opens in 0.2 seconds without login spinners.

STEP 3 (45 SEC)
Fire Test Receipt
Scan product barcode, tap Enter. 80mm thermal bill prints immediately. Clean & crisp.

STEP 4 (60 SEC)
The Killshot Pitch
"No cloud crashes. No monthly rent. You own this forever. Can I set this up on your till tomorrow?"

04 1-TO-1 BNI COFFEE MEETING DIAGNOSTIC (5 STRATEGIC QUESTIONS)

Q1 **"How much do you currently spend every month across billing, barcode, and accounting software subscriptions?"** (Exposes hidden SaaS drain: typically ₹35,000+ per year).

Q2 **"What happens to your checkout counters when your internet connection drops on a busy Saturday evening?"** (Triggers the nightmare of customer complaints and lost sales).

Q3 **"Who holds your customer database — do you have the raw files on your PC, or are they locked in a cloud server?"** (Highlights lack of data ownership).

Q4 **"If you decided to stop paying your monthly software subscription, would your POS immediately lock you out?"** (Forces them to realize they are renting, not owning).

Q5 **"If I showed you a Microsoft-verified system that you own 100% permanently for a single one-time payment, would you take a look?"** (Guaranteed 'Yes' to schedule a demo).

05 4 READY-TO-SEND WHATSAPP OUTREACH TEMPLATES (ATTACH PDF COLLATERAL)

1. Supermarkets & Grocers
Attach: Retail Brochure PDF

Namaste [Owner Name] ji, Mohammad Rehan here from Rehan Quant Lab, Patna.

Agar aapke store pe internet down hone se billing counters freeze hote hain ya aap monthly software rent se pareshan hain — we have engineered the **Retail Desktop POS Suite**.

• 100% Offline Multi-Till POS (Zero Internet Required)
• Instant 80mm Thermal Receipt Billing
• Single One-Time Payment • Zero Monthly Rent Forever

May I visit your store for a quick 5-minute live demonstration tomorrow?

2. Footwear & Apparel Boutiques
Attach: PriceTag Flyer PDF

Hello [Owner Name] ji! Quick question for your boutique:

Kya aap apne shoes ya clothes ke barcode stickers standard laser printer pe print karna chahte hain bina mehenge label software khareede?

RQL PriceTag™ standard Avery sheets aur thermal roll printers pe instant EAN-13 barcodes print karta hai. Saath me full POS billing engine.
Govt MSME registered, perpetual license. Would you like me to drop by with a sample barcode sheet?

3. CA & Tax Consultants
Attach: CA Brochure PDF

Respected CA [Name] Sir,

Under the new Digital Personal Data Protection (DPDP) Act 2023, uploading client ITRs and balance sheets to free cloud PDF editors creates severe statutory audit liability.

Rehan Quant Lab provides **RQL DocumentShield™** — 100% offline, air-gapped PDF redaction and metadata destruction on your local desktop.
One-time commercial license. Sharing our institutional briefing dossier for your firm's review.

4. BNI Member 1-to-1 Follow-up
Attach: BNI Pitch Kit PDF

Hi [Member Name], great connecting during our BNI meeting today!

As discussed, I am attaching our **BNI Retail Pitch Kit**. Whenever you meet retail store owners spending ₹3,000+ per month on billing rent or facing internet downtime, please connect them with me.

We offer an unconditional 14-day guarantee and provide free on-site hardware installation in Patna.
Looking forward to our 1-to-1 coffee session!

06 PROVEN RESPONSES TO TOP 4 BUSINESS OBJECTIONS

OBJECTION 1: "We already use Petpooja / Vyapar / Busy."

> **The Closer:** "Sir, unka software cloud server pe chalta hai. Agar aap agle mahine subscription nahi denge, aapka apna customer data lock ho jayega. RQL me software aapka permanent asset hota hai aapke PC pe. Internet band ho ya chalu, aapka counter 1 second ke liye bhi nahi rukega."

OBJECTION 2: "What if my PC crashes or hard disk burns?"

> **The Closer:** "Har transaction local SQLite database me realtime write hoti hai. Agar hard disk kharab ho, bas pen drive se backup kisi doosre computer me daliye aur `license.rql` copy kijiye — bina kisi phone call ya internet reactivation ke counter turant start ho jayega."

OBJECTION 3: "Is this legal and GST invoice compliant?"

> **The Closer:** "100% certified legal. Rehan Quant Lab is registered with Government of India Ministry of MSME (URN: UDYAM-BR-26-0258772), our binaries have Microsoft WDSI security clearance, and we issue official commercial tax invoices with complete audit trails."

OBJECTION 4: "Why pay Rs. 49,999 upfront instead of monthly rent?"

> **The Closer:** "Sir, monthly rent is an endless trap. ₹3,500/month 3 saal me ₹1,26,000 banta hai, aur uske baad bhi aapke haath me zero software asset hota hai. RQL me aap ek baar invest karte hain aur agle 10 saal tak zero software bill dete hain. Aap seedha ₹76,000+ cash bachate hain."

07 SAME-DAY ON-SITE DEPLOYMENT WORKFLOW (STEP-BY-STEP CLOSING FORMULA)

4-STEP SAME-DAY PATNA INSTALLATION PROTOCOL:

100% OFFLINE LOCAL DELIVERY

1. Handshake & Remittance: Collect ₹49,999 via UPI/NEFT; issue instant official Tax Invoice with MSME URN.

2. Workstation Setup: Copy `RetailPOS_Setup.exe` to store cash till from encrypted USB vault.

3. Cryptographic Token: Fire `RQL_License_Studio.exe` on founder laptop; generate store's custom `license.rql`.

4. Thermal Printer Test: Pair 80mm USB printer; run 3 live test transactions with cashier; shake owner's hand!