



Talk Track

KwickPOS Restaurant

Step-by-Step

1. Cold Openers

Universal (Stack Consolidation Angle)

“Hi [Name], this is [Rep] with Woodforest Acceptance Solutions.
Quick question, are your POS, online ordering, and loyalty all in one system, or spread across multiple tools?”

Full-Service Restaurant

“Hi [Name], how are you currently handling things like split checks, modifiers, and coursing—does your system make that easy or slow things down?”

Quick-Service / QSR

“Hi [Name], when your rush hits, are you stuck at one register, or can you take orders and payments anywhere in the restaurant?”

Bars / High-Volume

“Hi [Name], when it’s busy, how easy is it for your staff to manage tabs, tips, and closing checks without mistakes?”

Multi-Location

“Hi [Name], how are you managing reporting and operations across locations today, are you pulling from multiple systems?”

2. Discovery Questions (Use 3–5, Not All)

System / Stack

- “What systems are you currently using for POS, online ordering, and loyalty?”
- “Are those systems connected or are you piecing things together?”
- “How many platforms are involved in running day-to-day operations?”

Operational Pain

- “Do you run into order errors or communication issues between front and back of house?”
- “How smooth is checkout during peak times?”
- “Do staff ever get slowed down by the system?”

Revenue / Growth

- “Are you doing online ordering or delivery today?”
- “Do you have anything in place to bring customers back or track repeat visits?”
- “Are you trying to increase throughput during peak hours?”

Owner Visibility

- “When you’re not in the restaurant, how do you know how things are performing?”
- “Can you see real-time data across locations?”

3. Positioning KwickPOS (Use After Pain Is Confirmed)

- The reason KwickPOS exists is because restaurants are often running multiple disconnected systems, POS, online ordering, loyalty, labor, and reporting.
 - KwickPOS is different because it brings all of those into one platform, designed specifically for restaurant workflows like table service, bar tabs, modifiers, and kitchen routing.
 - Instead of stitching together tools, you’re running your entire restaurant—front of house, back of house, and payments in one system.
 - Optional Margin / Efficiency Hook
 - “Most restaurants are paying for 3–5 different systems, KwickPOS consolidates that into one, which reduces cost and simplifies operations.”
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4. Call to Action / Close

Soft Close (Demo / Fit Check)

“Based on what you shared, it sounds like you’re dealing with multiple systems or operational friction.

I can show you how KwickPOS ties everything together, what does your availability look like?”

Direct Close (Strong Fit)

“We can consolidate your POS, ordering, and customer engagement into one platform built for restaurants.

If you have a few minutes, I can walk through what that would look like for your setup.”

5. Voicemail Scripts (10–15 Seconds)

General

“Hi [Name], this is [Rep] with Woodforest Acceptance Solutions.

We help restaurants simplify operations by combining POS, online ordering, and loyalty into one system.

I’ll try you again, or feel free to call me back at [number].”

Stack Consolidation

“Hi [Name], quick note, we’re working with restaurants replacing multiple systems with one platform to simplify operations and reduce costs.

Happy to connect if that’s relevant.”

Throughput / Speed

“Hi [Name], we’re helping restaurants speed up service and handle peak rushes more efficiently with mobile ordering and flexible checkout.

Would love to connect if that’s a priority.”

6. (Optional) 1-Line Rep Reminder

Win Condition:

If the restaurant is using multiple tools or struggling with operations →

👉 “One system to run the entire restaurant.”