



Talk Track

SaleQuick Mobile

Step-by-Step

1. Cold Openers

Universal (Mobility Angle)

“Hi [Name], this is [Rep] with Woodforest Acceptance Solutions.
Quick question, are you taking payments mostly at a counter, or do you need to get paid in the field or on the go?”

Field Service

“Hi [Name], quick question, once a job is complete, are you able to collect payment on-site, or are you invoicing later and waiting to get paid?”

Events / Mobile Sellers

“Hi [Name], when you’re selling at events or popups, are you using a full POS, or just trying to take payments quickly and move on?”

Professional / Appointment-Based

“Hi [Name], how are you getting paid today, on the spot, or after the fact once invoices get sent out?”

Startup / Small Business

“Hi [Name], quick question, are you looking for something simple to take payments without committing to a full POS system?”

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

System & Workflow

- “Where do most of your payments actually happen on-site, at a counter, or remotely?”
- “Are you collecting payments immediately, or sending invoices after the fact?”
- “How are you handling card-not-present payments today?”

Operational Pain

- “How often do you have to chase payments after a job or service?”
- “Do delays in getting paid impact your cash flow?”
- “How easy is it for your customers to pay you when they’re not physically there?”

Mobility & Flexibility

- “Do you or your team need to take payments outside of a fixed location?”
- “Are you ever limited by your current setup when you’re on the road or at events?”

Cost / Simplicity

- “Have you looked at POS systems and felt like they were more than you actually need?”
- “Would a simpler, mobile-first option be more aligned with how your business operates?”

3. Positioning SaleQuick Mobile (Use After Pain Is Confirmed)

- The reason SaleQuick Mobile exists is because a lot of businesses don’t actually need a full POS, they just need a simple way to get paid anywhere.
- SaleQuick is different because it gives you mobile payment acceptance plus optional tools like invoicing, pay-by-link, and recurring billing without forcing you into a full system.
- So instead of overbuying technology, you start with mobile payments and only add more capabilities if you need them.
- Optional Margin / Simplicity Hook
- “You’re not paying for inventory systems or POS features you don’t use you’re getting a right-sized solution built around how you actually get paid.”

4. Call to Action / Close

Soft Close (Demo / Fit Check)

“Based on what you shared, it sounds like mobility and getting paid faster could really help. I can show you how SaleQuick works for both on-site payments and invoicing what does your availability look like?”

Direct Close (Strong Fit)

“We can get you set up to accept payments on your phone and give you tools like invoicing and pay-by-link right away.
If you have a few minutes, I can start walking through the setup with you.”

5. Voicemail Scripts (10–15 Seconds)

General

“Hi [Name], this is [Rep] with Woodforest Acceptance Solutions.
We help businesses take payments anywhere, on-site, at events, or remotely, without a full POS system.
I’ll try you again, or feel free to call me back at [number].”

Cash Flow Focus

“Hi [Name], quick note, we’re helping businesses get paid faster by taking payments onsite and sending pay-by-link when customers aren’t there.
Happy to connect if that’s relevant.”

Simplicity / No POS

“Hi [Name], we work with merchants who want a simple payment solution without committing to a full POS system.
Would be great to connect if that’s something you’re exploring.”

6. (Optional) 1-Line Rep Reminder

Win Condition:

If the merchant needs mobile + invoicing + flexibility (not full POS) →

👉 “Take payments anywhere, and get paid even when your customer isn’t there.”