

■ Zing Wickets – Sales Pocket Card

Quick Phrases & Prompts for Sales Conversations

■ Opening	<ul style="list-style-type: none"> • Hi [Name], I'm [Your Name] from BluePoint Sport. • We bring the glowing Zing Wickets from TV cricket (IPL/World Cup) to local games. • Have you seen them before?
■ Qualify	<ul style="list-style-type: none"> • Do you run school tournaments or weekend leagues? • Any corporate/sponsored cricket days? • Would players/spectators enjoy a more professional look?
■ Pitch	<ul style="list-style-type: none"> • Excitement – WOW factor for players & fans. • Flexible rentals – from R500/day. • Sponsors love their brand glowing on stumps.
■ Handle Concerns	<ul style="list-style-type: none"> • Too expensive → One sponsor can cover cost. • Not needed now → Any upcoming festivals/tournaments? • Already have wickets → Adds WOW factor, not a replacement. • Setup worry → We deliver & setup, tech support included.
■ Close	<ul style="list-style-type: none"> • Book a quick demo at your ground? • Send flyer with pricing? • Put together a sponsorship package?
■ Follow-Up	<ul style="list-style-type: none"> • Send WhatsApp video/photos → sells better than words. • Share success story from another club/school. • Log every contact in CRM/spreadsheet.
■ Customer Focus	<ul style="list-style-type: none"> • Schools → Training excitement + festivals. • Clubs → Pro look + sponsorship appeal. • Corporates → Branding + team-building events. • Retailers → Resale value, first-to-market gear.

■ *Tip: Sound natural, not scripted. Guide towards demos or bookings.*