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BOS
Assistant

BOS AGENT TRAINING GUIDE



Simple



Practical



Profitable

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Welcome 🙌

Congratulations.

You are now part of the
BOS Agent Programme.

Your job is simple.

Help Nigerian business owners
stop guessing and start knowing.



Every business you help
become more organised is
another business that can grow.

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Never Sell BOS. Sell Relief.

Business owners don't wake up
wanting software.
They wake up wanting **solutions**.

They want to:

- ✓ Know today's profit
- ✓ Stop forgetting debtors
- ✓ Stop running out of stock
- ✓ Trust their records



That is what you are selling.
BOS is simply how they achieve it.

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The Three Biggest Problems Every Business Owner Has



Problem 1

"I don't know how much profit I made today."



Problem 2

"Customers owe me money."



Problem 3

"My stock finishes unexpectedly."

If they agree with even **one** of these, you've started the conversation.

5 The Best Opening Questions



Don't start with:
"I want to introduce BOS."



Instead ask:



"Oga, if I ask you how much profit you made today, can you answer immediately?"



"Madam, who owes you money right now?"



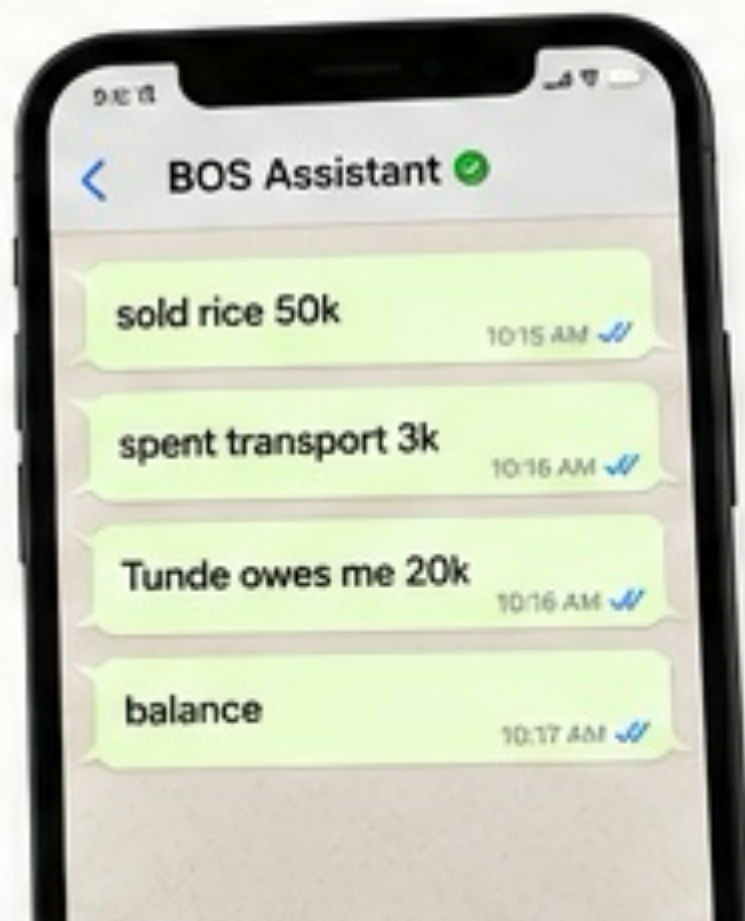
"What time do you finish calculating sales every evening?"

Questions create **curiosity**.
Curiosity starts **conversations**.

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The Magic Demonstration

Open WhatsApp.
Show only four messages.



The customer immediately understands what BOS does.



Don't explain too much.



Let the product speak.

7

Common Objections



"I already use a notebook."

Reply: That's great.
BOS works like your notebook, except it never forgets and calculates everything automatically.



"My staff already keep records."

Reply: BOS helps you see exactly what's happening without waiting for anyone to explain.



"I don't have time."

Reply: That's exactly why people use BOS. You already send WhatsApp messages. Nothing changes except your business becomes organised.



"I've tried business apps before."

Reply: BOS isn't another app. If you know how to use WhatsApp, you already know how to use BOS.

8 Who Should You Approach?



Provision
stores



Pharmacies



Fashion
stores



Building
materials
dealers



Restaurants



Food
vendors



Mini
supermarkets



Wholesalers



Electronics
shops



Market
traders



POS operators
who own businesses

9

Where To Find Customers



Markets



Trade
associations



Churches



Mosques



WhatsApp
groups



Facebook
Marketplace



Business
centres



Trade fairs



Industrial
clusters



Shopping
plazas

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What Success Looks Like



A successful agent doesn't pressure people.

- ✓ They educate.
- ✓ They demonstrate.
- ✓ They solve a real problem.

Every conversation should leave the business owner thinking:

"I need this."

Not:

"I was sold to."

That is how long-term **trust** and recurring **commissions** are built.

11 Quick Recap



Find the problem.
Listen. Understand. Connect.



Ask the right questions.
Create curiosity.



Show the demo.
Keep it simple. Make it click.



Handle objections confidently.
Focus on value, not features.



Help them sign up.
Start the journey. Earn together.



Follow up and build relationships.
Retain. Earn more.

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BOS
Assistant

Welcome to the **BOS Agent Programme.**



You help businesses
grow.

You earn.

You build a better future.

Let's grow together.