



Forty-one proposals, thirty-four signed

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Six months · fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The agent applies a written rule; it does not improvise a commercial gesture.**

Outcome for the 41	Count	Delay
Signed and out the same day, within the mandate	34	Same day
Corrected on lead time after a workshop escalation	5	48 h
Dropped	2	—

Cycle gain	Value
Average delay between verbal agreement and sending, before	11 days
After	Same day

On a sales cycle, eleven days is how long a competitor needs to position itself.

What a proposal built by the agent contains

Element	Source
Scope	The exchange with the customer
Price	Your rate card
Lead time	Your real capacity, not the theoretical time
Terms	Your contract template
Signature	The agent, within the mandate

The price objection

Situation	What the agent does
Within the frame you opened	Restates the counterpart, offers the discount if conditions are met
Outside the frame	Escalates with the account history and the three comparable deals

Scope of this document: the service operated by Blue Lemon Agent. For an agent deployed at your premises, the applicable location is that of the architecture set out in the quotation and verified before commissioning; local execution is announced only for the configuration explicitly described and accepted in the quotation; the applicable isolation depends on the deployment mode set out in the quotation, no dedicated isolation being presumed; the encryption mechanisms in transit and at rest, their components and key management are those documented for the architecture chosen; roles and permissions are configured and accepted for the identities and systems actually connected; the events logged, their content, their retention period and who may access them are defined for the deployment chosen.