Sending mandate — capped, dated, withdrawable in one word

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Document issued on 09/11/2026

Draft submitted to the sales director · fictional document

Fictional document — demonstration example

This document is produced by the Blue Lemon Agent website to illustrate what an AI agent hands to its users. The companies, matters, amounts and people in it are invented. It has no legal, accounting or commercial value.

Fictional document, produced for the demonstration. **A message goes out under the Marnex name and commits the company towards a third party: that is not a technical decision, it is a commercial one.** It therefore belongs to the sales director and it has to be written down. This mandate fits on one page and **is withdrawn with a single word.**

The five limits of the mandate

Limit	Proposed value	Why that value
Scope	Leads scored ≥ 40, work addresses only, excluding the 264 removed accounts	The score and the exclusions are set by the sales director

Limit	Proposed value	Why that value
Volume cap	**300 sends per working day**	**At a 14 % reply rate, 300 sends produce 6 replies a day** — what two inside salespeople handle the same day. **At 800 they would answer in 48 hours**
Cap per person	4 messages maximum, all channels combined	Beyond that, the cost is paid in reputation, not collected in replies
Hours	Never before 8 a.m. or after 8 p.m., never on a Sunday or public holiday	**Marnex internal rule of 12/01/2026**, applied as written
Term	1 September to 30 November 2026	**The mandate lapses by itself** and must be renewed — an undated mandate becomes a blank cheque

Withdrawal

The word « stop » in the console, or a call to the sales administrator, halts everything within the minute — including messages already queued for the night. No justification is asked for, and there is no notice period. **A mandate that cannot be withdrawn immediately is not a mandate, it is a standing delegation.**

What stays outside the mandate in every case

Act	What the agent does	Who signs
Quoting a firm price	**Builds the full quotation: configuration, price, resulting margin displayed**	The area salesperson
Granting a discount	Proposes the rate and **the costed justification behind it**	The salesperson, or management beyond the allowance

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Act	What the agent does	Who signs
Committing to a delivery date	Reads actual availability in the ERP and the nearest tenable date	The Marnex logistics manager
Writing to a private individual without consent	**Prepares the consent form, circulates it and follows it up** — 38 consents already collected	The person themselves

> **A discount allowance can be added to the mandate** — say 5 % up to an order value of €20,000, nothing beyond without a salesperson. It is written exactly like the rest: **capped, dated, withdrawable in one word. Until it is signed, the quotation waits on the record, complete, one signature away.**

What the mandate changes in fact. Across the last eight campaigns launched by hand, **the average delay between decision and first send was 9 days.** With the mandate signed, **the first wave goes out at 8:05 the next morning** — the delay drops below the hour, and the sales director no longer arbitrates message by message.

Signature

Daily cap adopted: _____ Term adopted: from _____ to _____

Delegated discount allowance: _____ % up to an order value of _____ €

Name, job title, date and signature: _____

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