

There are two means of engaging in the One Solution partnership.

1. (One Minute) Tech Survey

By virtue of simply taking a moment to have your customers complete a [Tech Survey](#) during your other natural interactions, the responses will reveal when there is a need to talk with One Solution further.

For example, question 4 asks the respondent (the owner) what their level of satisfaction is with their current point of sale system. If the responses suggest high satisfaction, then no further conversation would seem to be needed at that point in time. But for answers indicating low satisfaction, an opportunity to help them with our services has a greater likelihood.

From there, a One Solution sales representative will reach you for any further information that may be helpful before initiating conversation with the customer. When customers proceed with our services, you are rewarded with your bonus.

As the survey questions indicate, the Tech Survey is designed to uncover needs across the restaurant technology spectrum. Outside of eliciting an indication whether there is a payment processing or point of sale need, the survey will reveal if there is a cause for further conversation with any of the other primary CBI tech vendors ([Spillover](#) for websites, [Back Office](#) for detailed inventory control, and others).

From there, like with One Solution, the respective vendor will engage.

2. Hot Leads

In many cases, it will already be evident that the customer has a need for point of sale and/or payment processing. New openings are a prime example. Whatever the case, cut right to submitting the referral via the [Lead Submission form](#).

From there, a One Solution sales representative will reach you for any further information that may be helpful before initiating conversation with the customer. **When customers proceed with our services, you are rewarded with your bonus.**

For further information on the program, review your other resources on myOneSolution.net, or reach us at sales@onesolution.net. Of course, your Cheney Brothers Techs are available as an additional resource at techsystems@onesolution.net.