MISE EN SITUATION

A folding e-bike for adults

Rymic Folding 20" Electric City Bike for 250W Motor, with Removable 48V 10.4Ah Lithium Battery for Adults, 7 Speed Shifter Electric Bicycle Handle LCD Meter Quick Delivery

Price : **£759.99**   *4.3 out of 5 stars* 10 ratings

- 48V 250W POWERFUL MOTOR It provides strong power with max speed in a safe state is 25km/h.
- 3 Working Model and Height Adjustable Design– E-bike & Assisted bicycle & normal bicycle.
- Combining two modes would be a better choice. Adjustable handlebars and seat to suit different heights
- FOLDING AND STORAGE - The sturdy folding stem can be folded down in seconds
- Smooth and steadfast : With 20-inch wheels, enhanced rear suspension and front fork suspension, this e-bike has a soft driving handle, the dual-disc brakes can give you the superior stopping power.
- Smart Led Display With USB Charge- LED display provides you with essential information such as remaining battery life, total distance travelled, current speed. The smart display helps to deliver a smooth and natural riding experience. Also you can charge your phone through the USB port while riding.
- Removable Lithium Battery: A removable 10.4Ah / 48V lithium ion battery can take it to your home or office to recharge. The battery is enclosed in a protective cover, which can extend the life of the battery, protecting it from excessive exposure to dust and splashing water. The battery for max 30km mileage with pure electric mode
- Rymic Services- Fast delivery within 2~3 days

Mise en situation :

You work as a sales advisor at Rymic store and a potential client is interested in purchasing an E-bike. Prepare your arguments to reassure and convince him/her to choose this model rather than a cheaper one from a competitor.

Your potential client wonders about:

-The benefits for her /his health

-The price

-The guarantee

-The after sales service