

**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

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**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