

Selling the Autel Robotics X-Star Premium

FOR ALL **BEST BUY** SALES ASSOCIATES



AUTEL
ROBOTICS

BORN TO EXPLORE



1

Drone Purchasing Considerations

What are the top 4 things your customer should consider when buying a drone?

1

Flight Time

Top Speed

Regulations

2

Warranty

Max Height

Signal Type

3

Rotor Colors

Ease of use

4

Gimbal Types

Camera Quality

Why should I buy an X-Star Premium?



“Customer service is a lost art that Autel Robotics seems to have found. Informed customer service agents answer phone calls within a minute. Amazing.”

“I've had to call and email tech support on a few occasions and both their customer service and technical knowledge are excellent!”



Why pick an X-Star Premium?

A COMPLETE SOLUTION

- Ease of use.
- Peace of mind.
- Camera quality.
- Battery & flight time.



Which of these
drones is easy to fly?

A dedicated Remote Controller with an LCD screen

- LCD Flight Information Panel provides critical flight information.
- A safely maneuverable aircraft, regardless of devices running out of power.



How far will
this drone fly?

Flight Length and Landings

- 1.2 mile distance.
- Radio signal used for reliable transmission of video.
- Free Starlink app.



Which drone takes
high-quality
pictures and videos?

Camera Resolution and Quality



- 4K ultra HD video and up to 12MP photos.
- 108 degree field of view.
- 3 axis gimbal.
- Image quality beats the competition.



Which image is better, A or B?
(Click a letter)

VIDEO

PLACEHOLDER



How long does
the battery last?

Flight Length and Battery Charge

- 1-hour quick charging Intelligent battery with constant charge monitoring.
- Up to 25 minutes of flight time with each charge.
- Additional batteries may streamline usage and longer experiences.
- The drone always safely returns home.

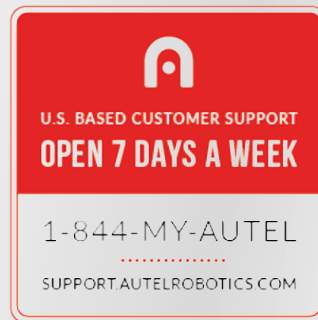


What kind of
support do I get
with my drone?

U.S. – Based Customer Support and Service

COMMITTED TO PROVIDING EACH CUSTOMER WITH WORLD-CLASS CUSTOMER SERVICE THROUGH:

7-day-a-week phone,
email and live chat



Knowledgeable,
experienced Drone
Specialists

Customer support
website with self-
service kiosk



Includes knowledge
base, tutorials,
videos, FAQs, product
registration, and
community forums

Repairs and
service



3-week end-to-end
turnaround time for
repairs and service

Warranty



1-year
manufacturing
warranty for
parts & labor



2

Drone Regulations

Drone Regulations

FAA COMPLIANCE

- Customer education is critical, since drones are considered aircraft.
- Register online with all your information.
- Follow basic safety guidelines.
 - Don't fly higher than 400 feet or over people.
 - Keep the drone within sight at all times
 - Remember that you're sharing the airspace.
 - Learn more at [knowbeforeyoufly.org](https://www.faa.gov/learnmorebeforeyoufly)
- Remote pilot certification required for professional/commercial use (also referred to as Part 107 certification).



Recap

A COMPLETE SOLUTION

- Ease of use.
- Peace of mind.
- Camera quality.
- Battery & flight time.
- Orange drone for improved line of sight.
- 1-year warranty





Autel Robotics
Customer Support
is open:

- A. 4-days a week**
- B. 5-days a week**
- C. 6-days a week**
- D. 7-days a week**



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True or false?
FAA regulations
limit flight altitude
to 1000 Feet.

A. True


B. False



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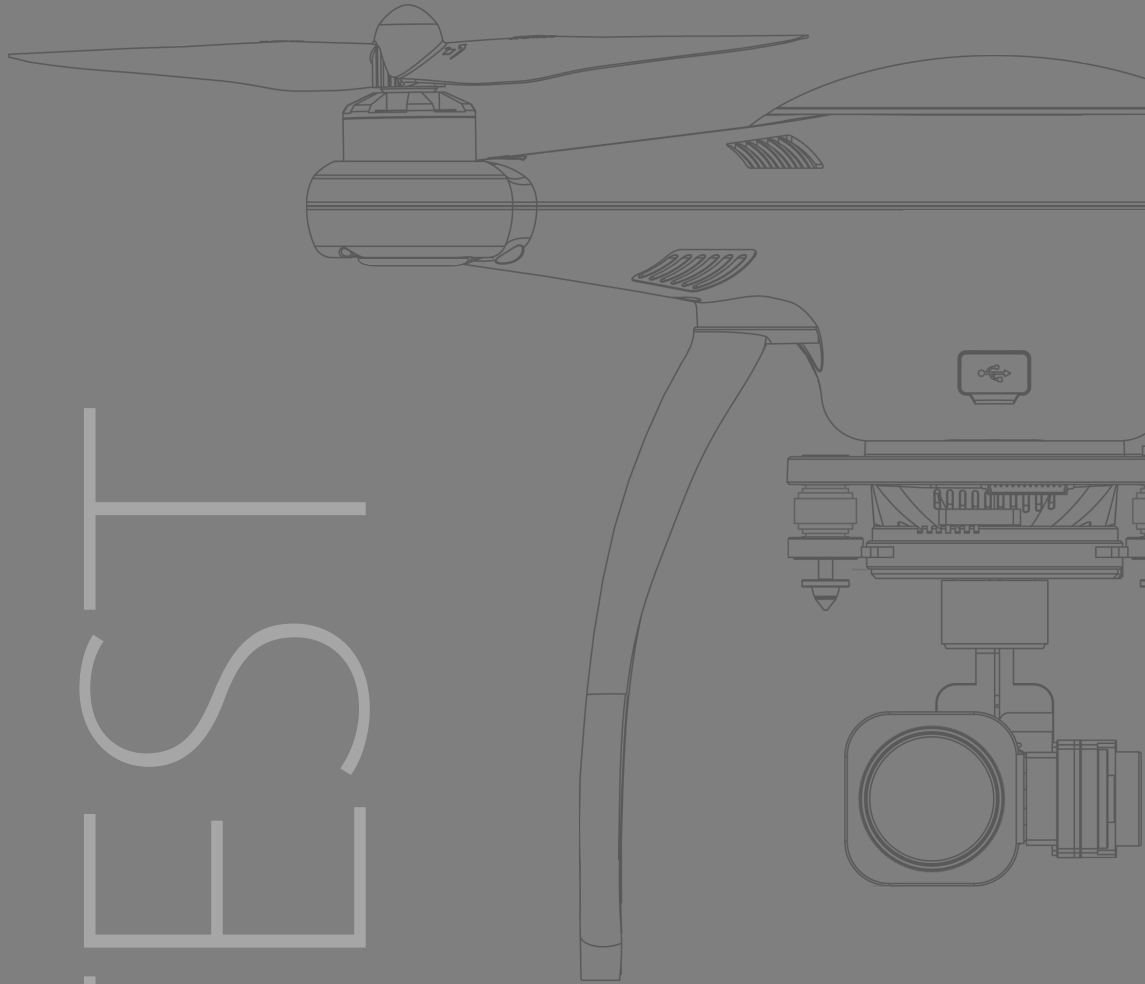
A. True

B. False



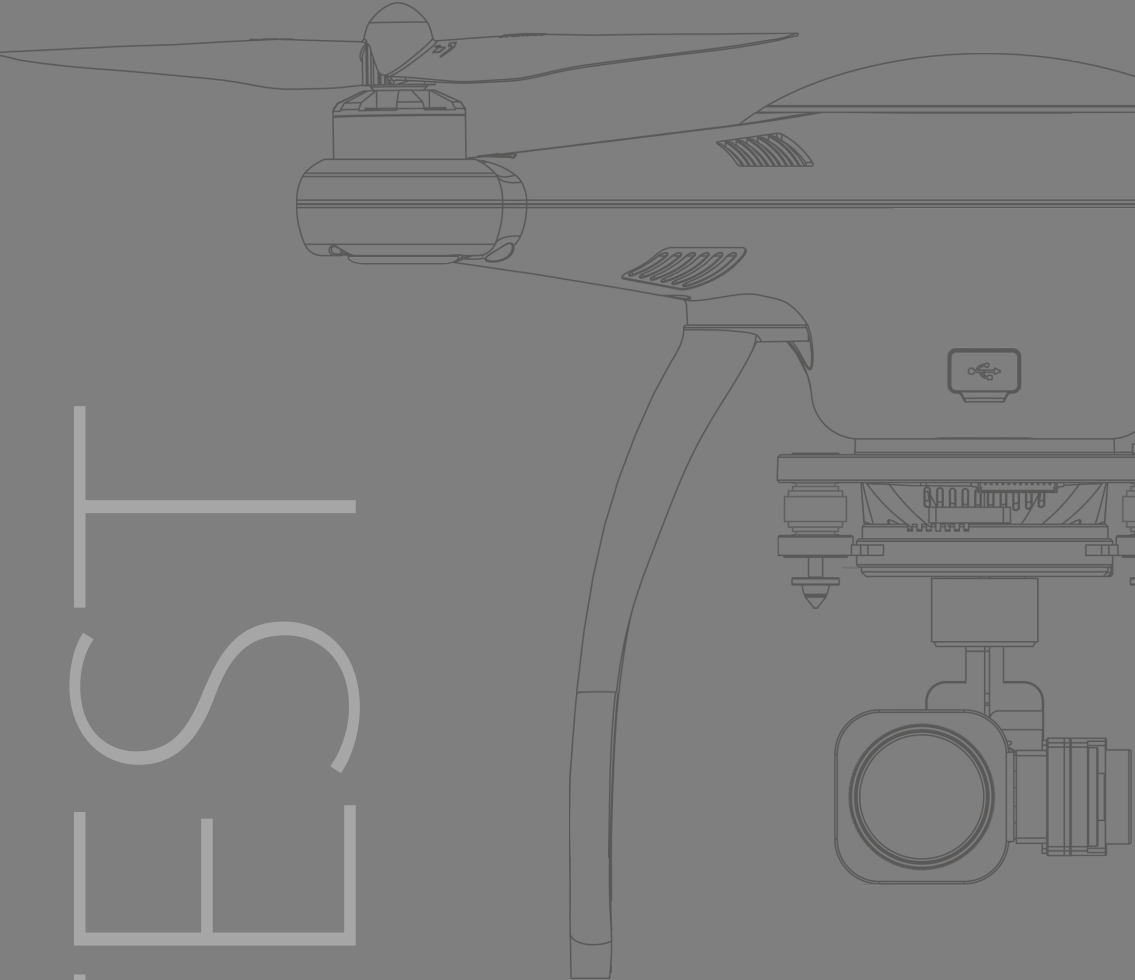
When addressing why customers should I buy an X-Star Premium vs. a DJI product, what should you lead with?

- A. Wide range of colors**
- B. End-to-end service**
- C. Intelligent battery**
- D. Longest range of any drone on the market.**



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True or false?
The Starlink app is
exclusively made for
Android devices

A. True

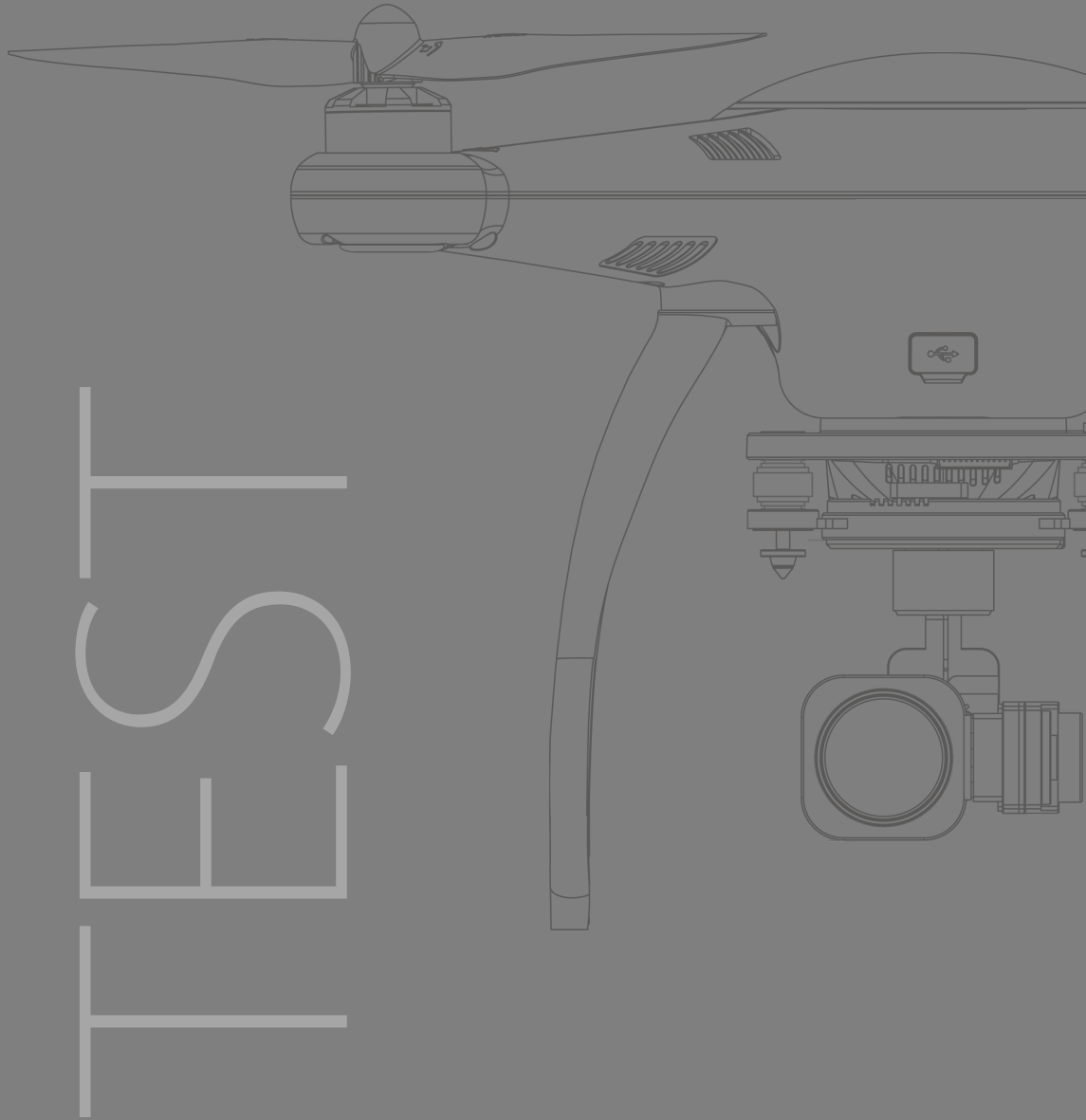
B. False



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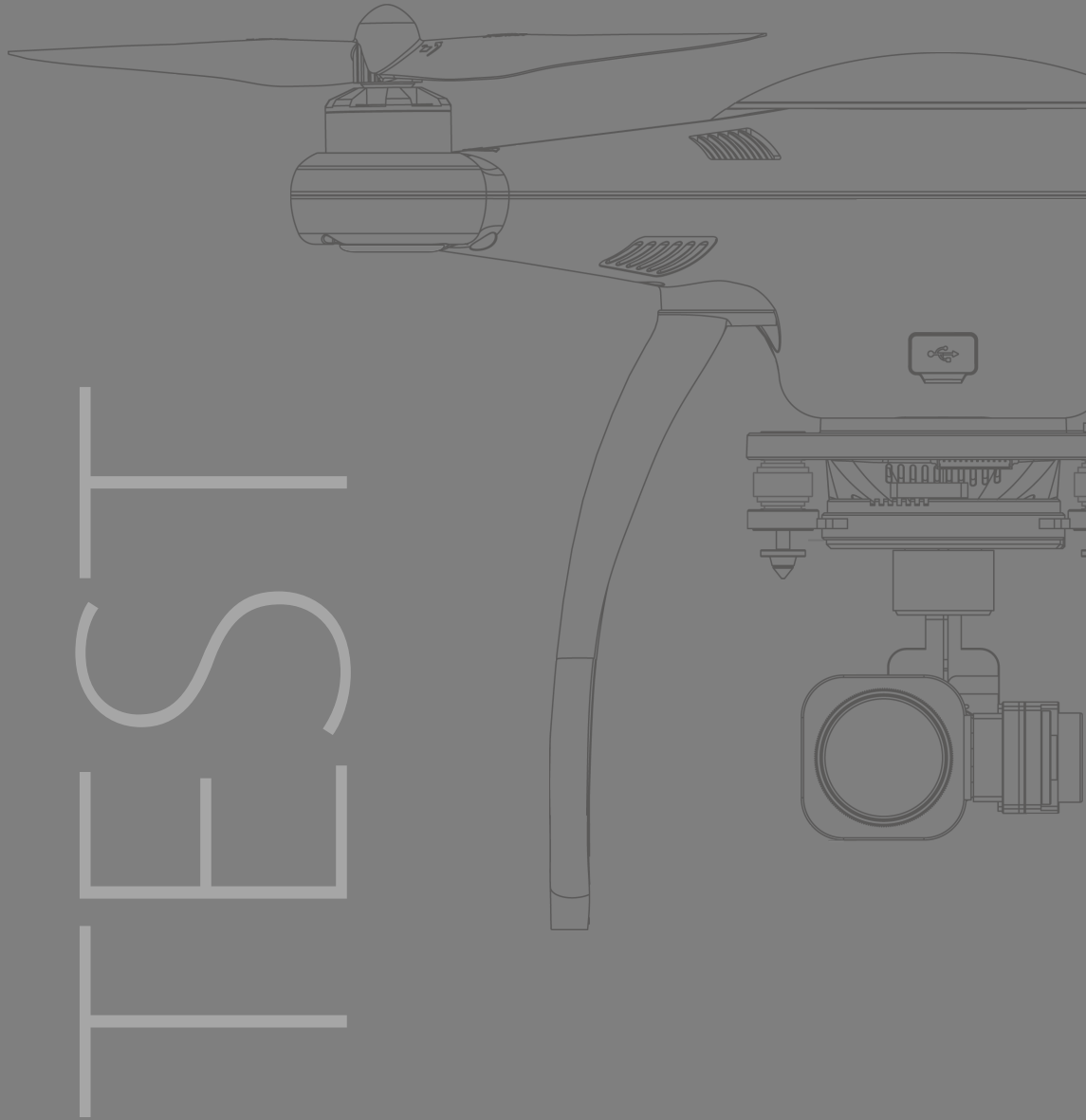
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The X-Star Premium is sold with which of the following (select all that apply):

- A. Aircraft with extra set of propellers**
- B. One battery**
- C. Remote controller**
- D. Charging station + repair kit**
- E. Durable case**



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What is the camera resolution of the X-Star Premium?

A. 12MP

B. 14MP

C. 22MP

D. 16MP



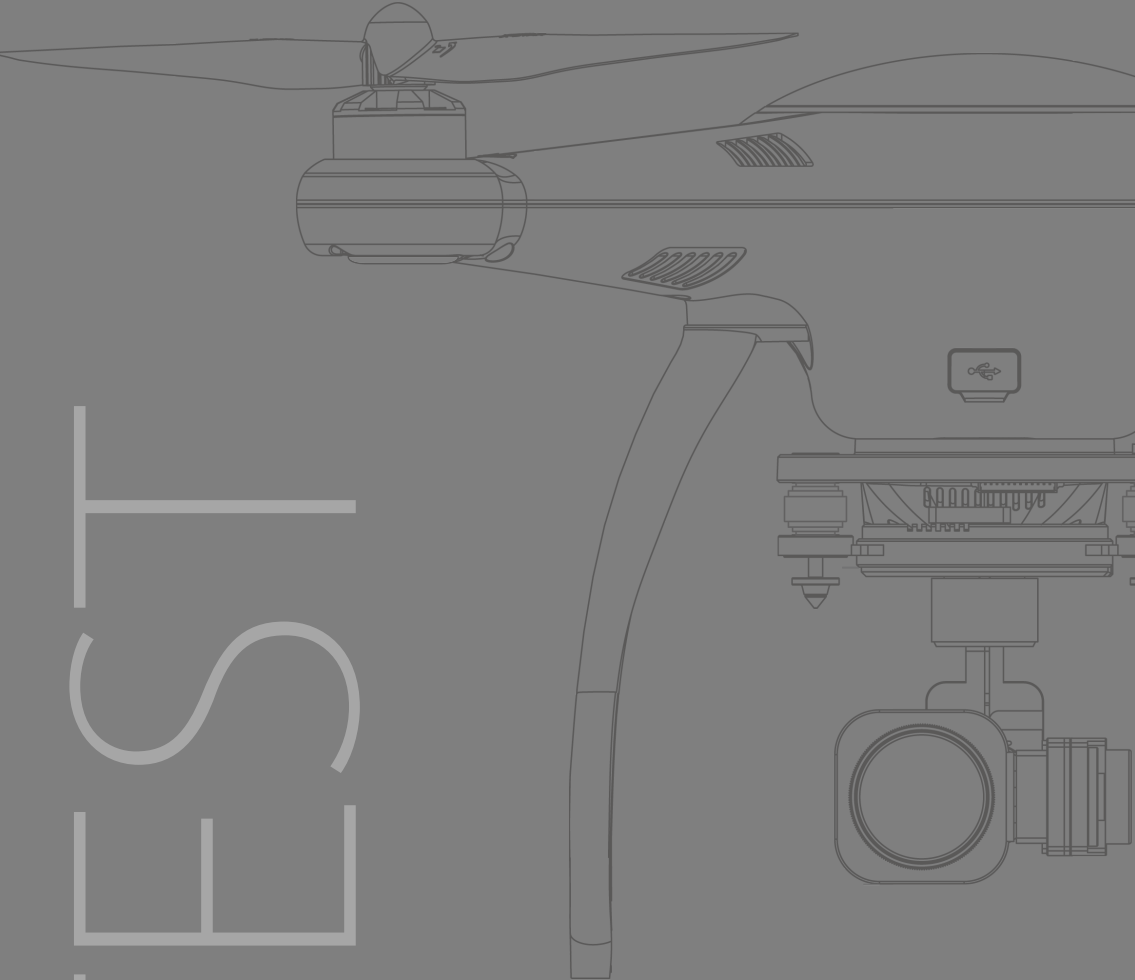
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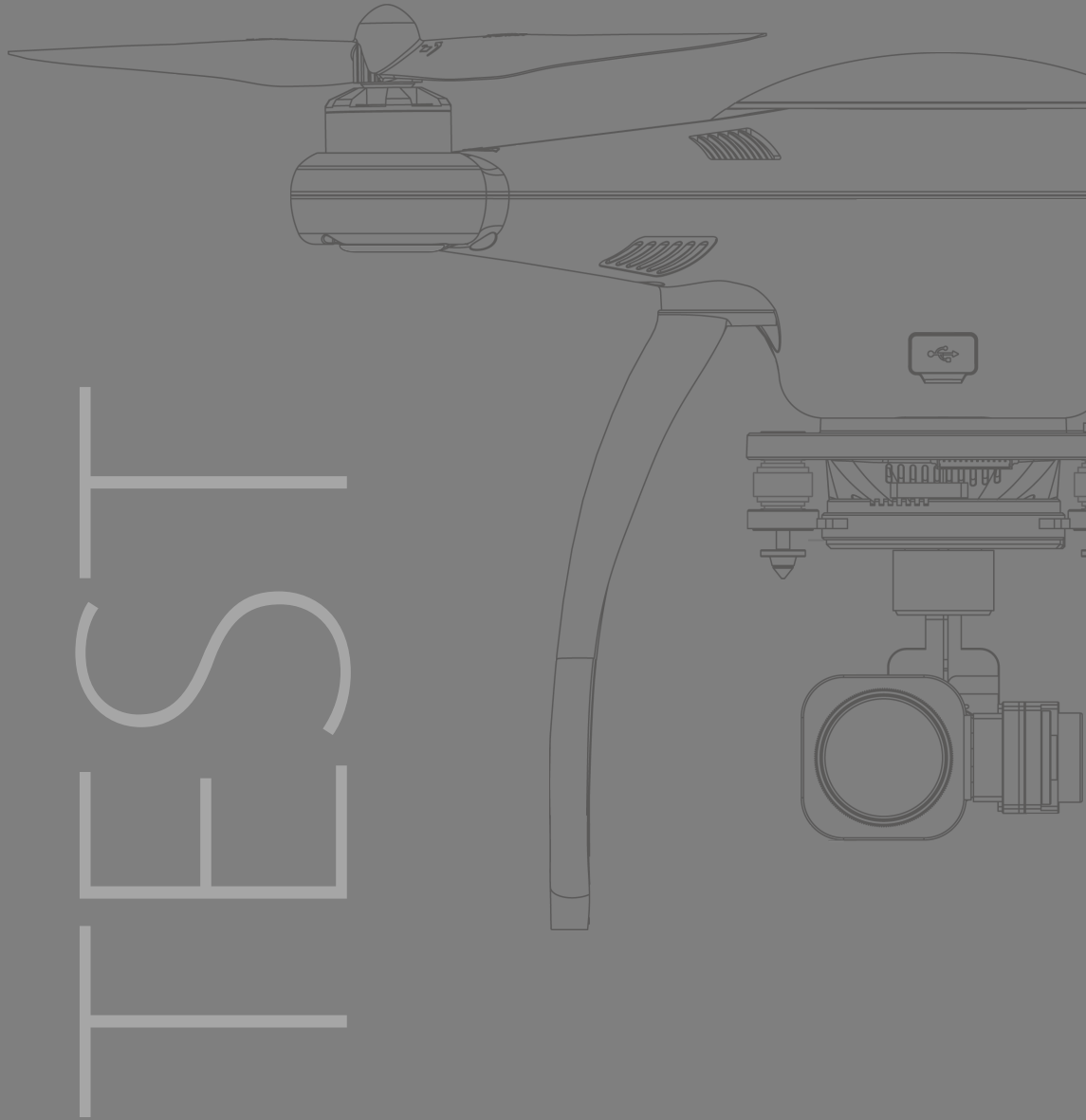
What is the control and video transmission range of the of the X-Star Premium?

- A. .24 miles**
- B. .62 miles**
- C. 1.25 miles**
- D. 2.09 miles**



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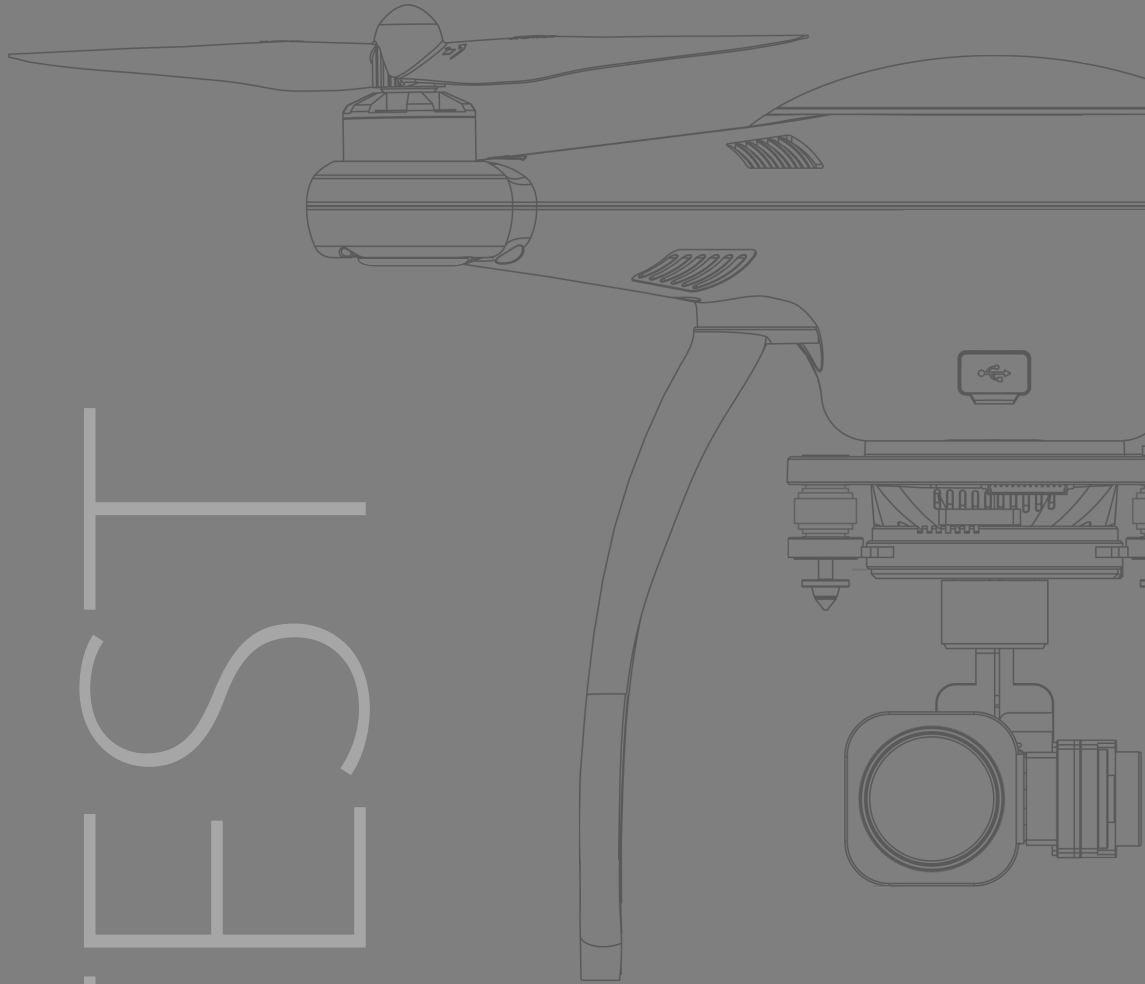
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True or false?
FAA compliance
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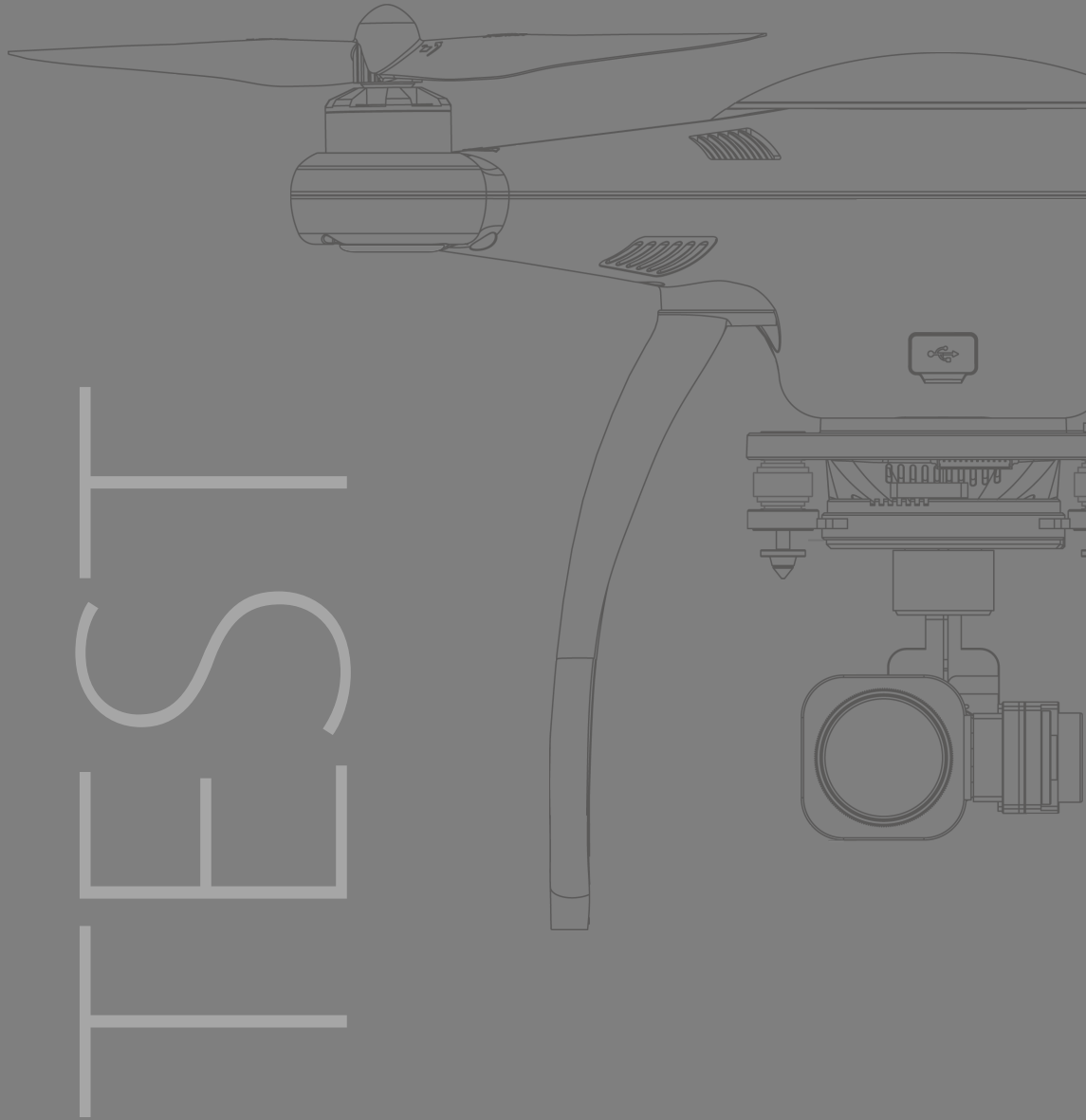
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Which of the following are advantages of an integrated camera?

- A. Specifically designed for the X-Star Premium.**
- B. No balance or weight issues between drone and camera.**
- C. No compatibility issues with size.**
- D. No additional wiring or connections are needed.**



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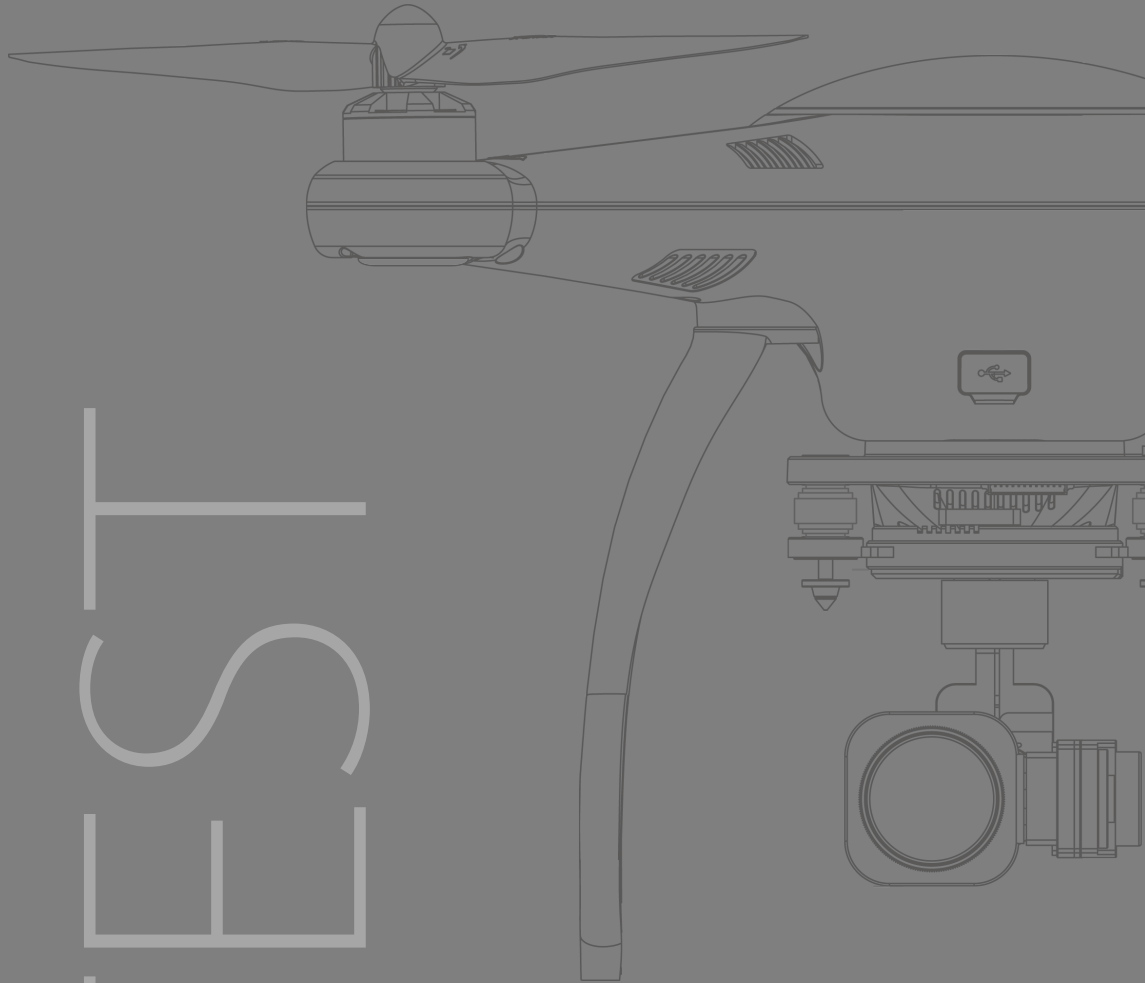
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True or false?
Autel Robotics
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A. True

B. False

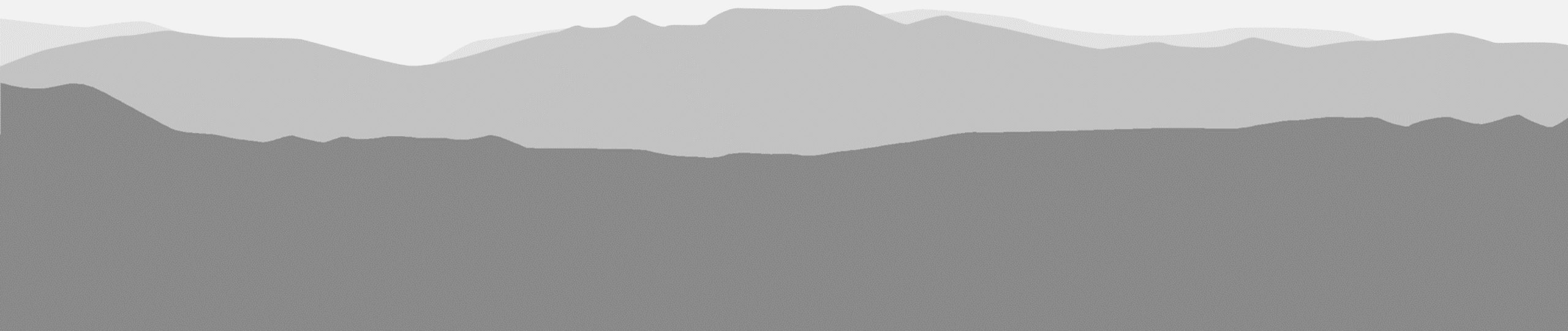


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Congratulations:
You've completed the course!



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Thank you!