

### General Words

Devis	Quote
Métiers	(Job) Categories
Tableau de bord	Dashboard
Moteur de recherche	Search engine
Tags	Skills / Skill tags
Note et avis	Rating and review
Taux journalier indicatif	(Indicative) daily rate
Mission régie	Mission
Mission forfait	Project
A distance	Remotely
Sur place	On-site
Provision	Prepayment

### Phrases

Quels sont vos projets à venir ?	What are some of your upcoming projects?
Avez-vous des besoins réguliers ou est-ce une demande ponctuelle?	Do you have regular needs or is this more of a one-off request?
Quel type de profil recherchez-vous régulièrement ?	What type of profiles are you in regular need of?
Avez vous l'habitude de sourcer des freelances ?	Do you usually search for your own freelancers?
Quel budget envisagez-vous pour cette mission ?	What are your budget considerations for this mission?
Que pensez-vous des retours des freelances qui vous ont été fait à ce stade ?	What do you think of the freelancers' responses so far?

### Phrases (cont)

Vous pouvez utiliser les filtres à gauche pour préciser votre recherche	You can use the filters on the left-hand side to pinpoint your search
Vous pouvez le contacter grâce au bouton rose "Proposer un projet"	You can contact them through the pink "Submit a project" button
Vous pouvez faire signer un accord de confidentialité	You can have them sign an NDA
Vous pouvez faire signer un contrat de cession de droits	You can have them sign a transfer of rights agreement
Ceci évite le délit de marchandage	This prevents any illegal sub-contracting
Pour commencer la mission, il faut prépayer sur un compte séquestre. Les fonds seront bloqués sur ce dernier jusqu'à ce que vous validiez la fin de mission.	To begin the project/mission, you can prepay the amount to an escrow account. The funds are immediately frozen there until you confirm the mission's end
Avez-vous pu avancer dans vos échanges avec les freelances ?	Were you able to move forward in your discussions with the freelancers?

### Handling objections

I need to talk about it internally	Sure, I'd be happy to also speak to your colleagues. Who would be the right people to be in touch with?
I will work directly with freelancers (without a 3rd party)	I'm sorry to hear that. How do you handle disputes in this case?
It's too soon	No problem, take your time to do your research. When are you planning to launch project X?
5%? Too expensive / I'll only be doing one search	You only pay for success. We help you gain time by finding available and interested profiles.

### Malt Presentation

Malt is the leading, curated French freelancer marketplace, connecting businesses with freelancers. . . . as well as the trusted third party that provides serenity to your work (through online quotes and contracts, professional insurance, secure payments, a reputation system, legal verifications, and more. . .). Over 70,000 freelancers and 30,000 companies are currently with us across France, and we have recently launched in Spain. Our ambition is to disrupt the work market.

