Unlike ANY OTHER processing company, I am here to establish you as a long term client. Here is WHY YOU ARE ON MY LIST OF BUSINESSES TO VISIT:

YOUR BUSINESS just had a RATE INCREASE on your credit card processing in the last few months and you probably didn’t even receive a call from your processing company to go over solutions to save you money.

Why the rate increase? There are two reasons why the rates went up. One of these reasons you have limited control and the other reason you have complete control to not pay any more! Here are the reasons:

1. The issuing banks and credit card companies have new fees as part of the bank card interchange fees. There IS A WAY TO STOP PAYING INTERCHANGE FEES but this requires a new way of thinking.
2. Credit card companies are now issuing more rewards cards and YOUR SMALL BUSINESS IS USING A TIERED PRICING SYSTEM! Now Interchange Plus Pricing is available to ALL BUSINESSES and not just large corporations like Walmart. (USE THE TIERED VS INTERCHANGE PRICING SHEET TO EXPLAIN CONCEPT…SHOW AFTER PITCH). Just switching to the IC Plus system will save you thousands of dollars and not cost you (or your customers) a penny to switch!

**IF WE CANNOT SAVE YOU MONEY TODAY ON YOUR PROCESSING THEN YOU WILL RECEIVE $100.00!**

With that being said, let me show you the two methods and how to either save you money OR EVEN BETTER I CAN ELIMINATE PROCESSING FEES FOREVER….The best news is IT IS YOUR CHOICE!

(START BY SHOWING IC PLUS VS TIER PRESENTATION) – THIS IS BEACON

(NEXT SHOW CASH DISCOUNT PRESENTATION) – THIS IS FINICAL

**MR PROSPECT ONE THING NICE ABOUT DLCC IS THAT WE ARE COMPLETELY INDEPENDENT AND HAVE MULTIPLE COMPANIES THAT ARE THE BEST IN THE BUSINESS. IT IS COMPLETELY YOUR CHOICE ON HOW YOU WANT TO SAVE MONEY!**

**WHICH OF THESE SOUNDS BETTER TO YOU? (CLOSE…SHUT UP!)**

**GREAT MR. PROSPECT NOW WE WILL ASK YOU A FEW QUESTIONS. WHILE I AM DOING THIS, PLEASE GET ME YOUR LAST 3 MERCHANT STATEMENTS AND BEFORE I LEAVE I WILL LET YOU KNOW HOW MUCH YOU WILL SAVE MOVING FORWARD! (GET COVER AND APP, DRIVER LICENSE, 3 STATEMENTS, VOIDED CHECK)**

**My name is \_\_\_\_\_\_\_\_\_\_\_\_\_\_ and my phone number is \_\_\_\_\_\_\_\_\_\_\_\_. You can call me any time to discuss your account OR like most people give me referrals! Once you experience your savings, I feel confident this will happen. Let me give you a flyer describing a list of my services.**