

## **Fuel your success with inbound leads!**

Welcome to the best leads program in the industry providing you with quality leads that you have full control over!

Just go to <http://www.messagecommunications.com/> and watch the intro video that pops up then click on **"Create Account"** on the left.

- Fund your campaign
- Set up your area by area code or entire state
- Turn the campaign on and off to fit your schedule
- Record your message

Here's how it works:

You need to use the system to record your message. here is the script that works so please stick to it!

***Hello,***

***We have the ONLY Program that actually REWARDS YOU to take***

***credit & Debit cards. Stop paying fees and start making 1% on every transaction!***

***We pay your cancellation fee.***

***If we can't beat your current rates and fees we will pay you \$500!***

***Press 1 to hear more. Press 2 to be removed from the list.***

***Press 1 to start getting paid to accept credit card transactions!***

Select your closest 3 area codes so the system will call on nearby businesses with your message(above). When an interested Prospect presses 1 they will be transferred to your phone so you can set up a meeting or pitch them right over the phone.

**\*IMPORTANT:**

1. Whenever possible please try to set up a meeting so you can present face to face. Your closing ratio will be **MUCH HIGHER** this way.
2. If pitching over the phone (not-recommended unless they are far away) use [www.join.me](http://www.join.me) (Free screen-share service) to present.

3. TIP: Turn the campaign on on Mondays and set appointments for Tuesday, Turn it on again Wed. and set appointments for Thursday and Friday. This always works!

**SCRIPT:**

Remember, they are expecting you to know what this is about so DO NOT SAY "Can I help you"

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Hi this is \_\_\_\_\_ at ReversePOS, did you have any questions about the message you just heard about our program that pays you to accept credit cards?

*They will likely say something along the lines of "how does it work"*

Let me make sure we can service your business. Could you please tell me

- The name of the business?
- And what type of business is this, what do you sell?
- And where are you located, city and state?

Great, it looks like you qualify so let's see what this would do for you. What is your average monthly volume in cards? *(enter this into the calculator location at [www.reversepos.com](http://www.reversepos.com))*

So you are currently paying around (from the **what you will no longer pay field**) right? You will no longer pay this AND you'll get 1% back which is *(from the **Additional Savings field**)* so we can give you (add the two numbers together) just for using this program BUT, like you we don't work for free so we'd take *(from the **Monthly POS field**)* from that leaving you with a total value of *(from the **Program Value (monthly)**)* each month.

Sound good?

Great, let me tell you how this works: A non-cash adjustment of 4% is set on all sales at the point of sale. When a customer pays in cash, the adjustment is waived! This will cost you nothing and increase your profit on each sale!

!!!You no longer pay the processing cost!!! Plus, we only need 3% to pay the card brands so you get to keep the extra 1%!

***Appointment: I will be in your area tmw and have availability at 10 or 2. Which one would work best for you so I can swing by and we can go over this in more detail.***

***Phone Sale: Get them to go to [www.reversepos.com](http://www.reversepos.com), recap the numbers, and have them click on Apply now to complete the application***

Common objections and rebuttals can be found  
at [www.vmspayers.com/agent](http://www.vmspayers.com/agent) training Password: Training2018!

*\*VMS does not offer legal advice. Please contact your legal representative regarding TCPA regulations in the area you wish to advertise.*