

Selling Over the Phone

Step 1. Google a type of business in your city. Example Auto Repair in Richmond, VA. Then click on each site and search for the owner's name. You can also search www.manta.com by the business phone number and it will usually tell you the owner's name.

Step 2. Compile a list of 100 businesses with the owner's name and phone number.

Step 3. Call on the list using the phone script below.

-Or-

Visit SalesGenie.com and sign up for a 3 day free trial with 150 free leads. Link:

<https://www.salesgenie.com/register/>

- Follow the tutorial (about 1 minute)
- Use the zip codes around your home.
- Generate the lists (DO NOT SAVE THE LIST IN SALES GENIE AS YOU CAN ONLY GET 150) instead...
- Take pictures of your screen with your phone. (restaurants, convenience stores, auto repair, etc) I was able to get a list of 416 businesses with the owners name, address, and phone number in 23 minutes.

And you can use the auto dialer free for 3 days as well. So you don't even have to dial.

You should be able to make about 20 sales from a list of 100 contacts.

Below you will find a great phone script for selling over the phone.

Phone Script:

Hello,

This is _____ from Reversepos here in "City", right across from "Local landmark or known location".

I know you're busy, so I'll get right to the point.

We have a program that will actually pay YOU to take credit cards from your customers.

On our program instead of paying monthly fees you actually make 1% every time you take a credit card.

If we can't save you money we will pay you \$500 cash!

I just need to know your monthly card volume to tell you how much money you will make on our program. ***(Have the reversePOS.com Calculator up BEFORE you call so you can plug in their numbers)***

Based on what you're telling me you won't pay the card fees anymore AND you'll get \$__(Reward**)__ back in rewards each month! The program has a low dependable FLAT fee that will never go up. So instead of paying an average \$__(Current Monthly Fees)__ each month like you do now, you'll just pay a flat \$__(ReversePOS Monthly fee***)__ AND get a Reward of \$__(Reward**)__! If those numbers work for you. We just need to find out what kind of hardware you'd like. The program includes equipment so tell me what you are using now?

(See what they are using and offer a comparable solution or call sale support 804-591-0713 and we can help you decide the best equipment type.)

Once they are ready to move forward ust click the Apply Now



button under the calculator

See What it's Worth

To use this tool, please fill in the following information.
Remember to enter the numbers without punctuation (ie: \$, .)

Monthly Volume	Current Processing Fee	Average Ticket Amount*
\$ 25000	3 %	\$ 70

Current Monthly Fees	+	Reward**	-	ReversePOS Monthly fee***
\$ 750.00		\$ 250.00		\$ 450
=				
Program Value (Monthly)		Annual Value		
\$ 550		\$ 6,600.00		

Tips and helpful links you can send to your customer:

1. Offer Working Capital as well! In the wake of the Corona Virus economic downturn businesses need Capital! There is a section in the apply now link where you can select this and here is a link with more info. where they can also apply directly:
<https://www.govmsusa.com/working-capital-apply-now>
2. Have them go to www.reversepos.com to see the numbers and videos. Let them know that we'll just needs a recent statement (no more than 3 months old to verify card volume)
3. Take a screenshot of the calculator after putting in their numbers and email it to them to see.
4. Direct link to Smartflex videos: <https://www.reversepos.com/how-does-it-work>
5. Stay on the line with them until they have opened the email and signed the DocuSign AND you have completed the Merchant enrollment.
6. As Always! Call for help! 804-591-0713