

What you need to know

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- Select bankcard is honest and straight-forward, their relationship with bankcda and YOU gives validity to the service and the company. It is truly a TEAM effort to sign a business to this service.
- Visa, MasterCard, Discover, American Express → all issue through the same banks and will be sent together in one batch.
- No hidden fees or fee changes without warning
- 24/7 support all based in-house in the U.S. (Headquarters in Utah!)
- Equipment is sold @ cost: no mark-ups
 - Equipment comes “plug-and-play” ready to go!
- Products for all kinds of processing: Wholesale, retail, restaurant, mobile

What you need to do

1 Talk about it. Merchant services isn't sexy but there is something about their current processors they don't like

2. Get 2-3 months of current merchant processing statements.

With these statements Pete will create an offer that saves them money and fits their business- there is no set rate or cookie-cutter offer. Analysis only takes 2-3 days and getting RIGHT BACK to them will be impressive.

3. Present the offer with application, or introduce customer to Pete so the offer is from a known and trusted source.

* Assume the sale * when we can save them money and give better service we don't need to ask for their business. Your excitement and confidence about moving to Select will tell the customer this is the right move for them.

4. Complete the application. Make sure important fields are complete and you have all necessary information to get application through underwriting ASAP. An incomplete application will create downtime and frustration with the process.