



## **Basic Script – Not Currently Accepting Credit Cards**

May I speak with \_\_\_\_\_ ( the owner )

Hello Mr. Merchant. My name is \_\_\_\_\_ with VMS – Valued Merchant Services.

Hello Mr / Mrs \_\_\_\_\_ I wanted to ask you if you are currently accepting Credit or Debit card payments for your business ?

Oh, you don't.

Have you ever considered giving your customers this option ?

Well, this is a great time to do so. As you are aware, the United States economy is in a terrible state. You'll soon start seeing more and more customers wanting to pay with credit cards because they won't have a lot of cash to work with. You could very well start losing business by not allowing customers to pay any way they need to.

Additionally, by accepting credit and debit cards you will increase your average ticket amount and in doing so you'll increase your monthly revenue.

We have excellent rate programs for businesses just like yours.

Listen, I know how busy you must be but I would really appreciate an opportunity to have our consultant meet with you for about 5 to 10 minutes to show you what we can do to help you start taking credit and debit card payments.

Are you still located at \_\_\_\_\_ ? We are going to be right up the street from you tomorrow. What's a good time to meet with you ?

OK, Great ... we'll be on time. Please mark us on your calendar for \_\_\_\_\_ and I appreciate speaking with you today. I think you're really going to like what we can do for you. Have a excellent day.