



## **Basic Script – Currently Accepts Credit Cards**

Mr. Owner, my name is \_\_\_\_\_ with VMS – Valued Merchant Services

How are you today ? Great

I just have a quick question for you ...

Do you currently accept Credit & Debit payments from customers ?

Great to hear that, let me ask you this ... when is the last time you had a substantial reduction in your processing rates ?

It might interest you to know that Valued Merchant Services has rate plans that are specifically designed for your type of business. Our rates are very difficult for many processors in your area to beat.

Bottom line ... we want to earn your business and we're prepared to offer you a fantastic program designed specifically for your type of business needs.

I would like an opportunity to show you what I'm talking about. There is no obligation. You really have nothing to lose and everything to gain.

Are you still located at 123 Main Street ? (example) Listen, my consultant is going to be right up the street from you tomorrow. Can you give us 5 to 10 minutes to show you exactly what Valued Merchant Services can do to save you money for your business ? I know without a doubt that you wouldn't regret it !

Do you prefer the morning or afternoon ? What's the best time of day for you ?

( gather the required on the appointment worksheet as you set the appointment )

OK ... do me a favor and have a recent copy of your processing statement available so we can show you a side by side comparison how much money you would save by using us.

Great ... mark us on your calendar for \_\_\_\_\_ and we will be on time for you.

Thank you and have a great day.