



## Hiring Script

- Hello my name is \_\_\_\_\_ from Valued Merchant Services. We found your resume online and are looking for a local sales agent in your area
- Are you still looking for work?
- Full Time or Part Time?
- Are you comfortable with working as an independent contractor on a 1099 / commission and residual income?
- We emailed you some information recently. Did you have a chance to watch our orientation video yet? (if they have not watched yet and not super confident on commission only, feel free to text or email link to orientation video and instruct to call you back after watching)

[www.valuedmerchants.com/orientation](http://www.valuedmerchants.com/orientation) (7 Minutes)

### If comfortable with commission only

- Ok. Let me explain a little about our company and what we do
- Valued Merchant Services is a provider of a variety of business products, services and technologies. We have been in business for a decade, have an A+ rating with the better business bureau and have twice been in the top 1000 on the Inc. magazine list of the fastest growing private companies in America.
- We provide credit card processing, unsecured business loans, ecommerce solutions, mobile payments, gift & loyalty card programs, free standing ATM's, websites & mobile apps, deregulated electricity and gas, payroll & HR solutions as well as digital & social marketing
- We offer our representatives a unique opportunity to represent an industry leader with an amazing reputation for trust and integrity. Our compensation plan includes lifetime residual income, substantial commissions, and a ton of great bonuses and incentives. Our average representatives make 2-5 sales per week and make \$300 - \$5,000+ per sale. In addition they earn monthly residual

income on every one of those accounts, for as long as the merchant remains a customer. These accounts pay residual income of \$25.00-\$500.00 or more per account/per month!

- You can earn this kind of money with no investment and by helping business owners lower their costs, improve their processes, growth their business and profits and save time
- My salespeople that make this kind of money are on the phone or out in the field daily, getting in touch with as many merchant business owners as possible. Prospecting, qualifying and presenting the value behind our products and services. My top full time agents get in front of no less than 30-60 or more merchants a day
- All of the Training and Materials are provided and my team and I will support you throughout each business day
- We provide complete training via a series of videos you watch and tests you complete to confirm you are absorbing the material. Once you complete the video series additional one-on-one training is provided to help develop your game plan and twice per week webinar training sessions as well

Now offer to send additional information through email including a breakdown of the compensation and agreement as well as instructions to register for training! Confirm all contact information including two phone numbers, email, mailing address and let them know you will be emailing additional information to review and give them instructions to call you back in 24-48 hours after reviewing the email!

HOLD THEM ACCOUNTABLE TO FOLLOW INSTRUCTIONS AND FOLLOW THROUGH.

**(If YOU or the CANDIDATE is unsure if this is a good fit)**

- Maybe this is not for you! It is not for everyone!
- Let me send you the information by email to review. If you are very serious, call me to get started

**(If YOU and/or the CANDIDATE is/are very interested)**

- What do you like the most about the opportunity?
- Are you looking for future advancement opportunity?
- Can I count on you 100%? If you are willing, then I will give you all the help and support you need to be as successful as my top sales agents.

**Once you have sent out the email and communicate with the prospect a second time, then use the following.**

- What questions do you have after reviewing the email?
- All I need you to do is register online for training at [www.valuedmerchants.com/sales](http://www.valuedmerchants.com/sales)

This will add you to your Infusionsoft CRM and you will receive an email with links to all of the training videos. Once you complete the videos and tests, I will be notified and reach out to help develop your game plan and to verify your info to ship your marketing materials and introduce you to the team

I look forward to working with you

Email or text them the link [www.valuedmerchants.com/sales](http://www.valuedmerchants.com/sales)