

Valued Merchant Services

Recruiting Script 2025

Your Opening Script:

Hello, my name is _____ from Valued Merchant Services.

I came across your resume on _____ and wanted to check if you're still exploring new job opportunities?

(If yes, continue. If no, mark as "not interested.")

We have several positions available, both full-time and part-time, including:

- Lead Generation
- Recruiting
- Sales
- Sales Leadership
- Affiliate Partnerships

Which one of these are you most interested in learning more about?

(Once a position is selected, continue to the corresponding script below)

(If none are a match, wish them all the best and mark as "not interested.")

ALWAYS REMAIN POSITIVE & PROFESSIONAL!

THESE POSITIONS ARE NOT A PERFECT FIT FOR EVERYONE

Sales Agent Position Script

I want to be upfront about compensation so we can ensure it's a good fit before taking up too much of your time.

Our compensation plan is built around **lifetime monthly residual income**. Every merchant that activates service with us will generate between **\$100 - \$1,000+ per month** in profits, and you'll receive **50% or more of that** for the lifetime of the merchant using our services, paid on or about the 28th of each month.

You will also receive between **\$100 - \$700 in one-time commission** when the account is activated, plus opportunities to earn **hundreds or even thousands more** on hardware, software, and value-added services like business loans, consumer finance, payroll, social & digital marketing, ATMs and more.

Even if you don't close the sale, you still earn **\$25 - \$50 just for qualifying the merchant by completing our needs analysis and collecting a copy of their most recent processing statement so we can build & present a comparison quote.**

What this position **DOES NOT** include is:

- Salary, hourly, base, draw or benefits.
- **IT IS A 1099 independent contractor role, NOT a W2 Employee role.**

Are you comfortable with income entirely based on commissions, bonuses and lifetime residual income under the right circumstances?

(If yes, continue to **ABOUT VALUED MERCHANT SERVICES** below. If no, mark "not interested.")

If they are unsure or don't have time, ask for permission to **text them a link** to our 7-minute orientation video at:

www.valuedmerchants.com/orientation (always confirm it was received)

Lead Generation Position Script

I want to be upfront about compensation so we can ensure it's a good fit before taking up too much of your time.

Our compensation plan is built around **lifetime monthly residual income**. Every merchant that activates service with us will generate between **\$100 - \$1,000+ per month** in profits, and you'll receive **10% of that** for the lifetime of the merchant using our services, paid on or about the 28th of each month.

You will also receive between **\$50 - \$350 in one-time commission** when the account is activated, plus opportunities to earn **hundreds or even thousands more** on hardware, software, and value-added services like business loans, consumer finance, payroll, social & digital marketing, ATMs and more.

Even if we don't close the sale, you still earn **\$25 - \$50 just for setting the appointment & qualifying the merchant by completing our needs analysis and collecting a copy of their most recent processing statement (Either in advance of the appointment you set, or when collected by the sales agent at the appointment you set!)**

What this position **DOES NOT** include is:

- Salary, hourly, base, draw or benefits.
- **IT IS A 1099 independent contractor role, NOT a W2 Employee role.**

Are you comfortable with income entirely based on commissions, bonuses and lifetime residual income under the right circumstances?

(If yes, continue to **ABOUT VALUED MERCHANT SERVICES** below. If no, mark "not interested.")

If they are unsure or don't have time, ask for permission to **text them a link** to our 7-minute orientation video at:

www.valuedmerchants.com/lead-gen (always confirm it was received)

Recruiter Position Script

I want to be upfront about compensation so we can ensure it's a good fit before taking up too much of your time.

Our compensation plan is built around **lifetime monthly residual income**. Every merchant that activates service with us will generate between **\$100 - \$1,000+ per month** in profits, and you'll receive **10% of that** for the lifetime of the merchant using our services, paid on or about the 28th of each month.

You will also receive between **\$100 in one-time commission** on every account that is activated, by every one of the sales agents you recruit, plus opportunities to earn **hundreds more** on hardware, software, and value-added services like business loans, consumer finance, payroll, social & digital marketing, ATMs and more.

You also earn a **\$50 one-time commission for each candidate you recruit once they are fully onboard, have sent in all their documents, have completed training and related instructions and begin to work in the role you have recruited them for!**

What this position **DOES NOT** include is:

- Salary, hourly, base, draw or benefits.
- **IT IS A 1099 independent contractor role, NOT a W2 Employee role.**

Are you comfortable with income entirely based on commissions, bonuses and lifetime residual income under the right circumstances?

(If yes, continue to **ABOUT VALUED MERCHANT SERVICES** below. If no, mark "not interested.")

If they are unsure or don't have time, ask for permission to **text them a link** to our 7-minute orientation video at:

www.valuedmerchants.com/recruiter (always confirm it was received)

Regional Sales Manager Position Script

I want to be upfront about compensation so we can ensure it's a good fit before taking up too much of your time.

Our compensation plan is built around **lifetime monthly residual income**. Every merchant that activates service through all of the sales agents on the team you manage for us will generate between **\$100 - \$1,000+ per month** in profits, and you'll receive **15% of that** for the lifetime of the merchant using our services, paid on or about the 28th of each month.

You will also receive between **\$100 in one-time commission** on every account that is activated, by every one of the sales agents you manage, plus opportunities to earn **hundreds more on a 15% profit share** on hardware, software, and value-added services like business loans, consumer finance, payroll, social & digital marketing, ATMs and more.

When you first start off as a regional sales manager, while we begin to build your team, you will stay busy making sales of your own and you will earn a 65% share of profits on your own account sales and between \$100 - \$700 one-time commission upon activation of the merchant on your own sales as well.

What this position **DOES NOT** include is:

- Salary, hourly, base, draw or benefits.
- **IT IS A 1099 independent contractor role, NOT a W2 Employee role.**

Are you comfortable with income entirely based on commissions, bonuses and lifetime residual income under the right circumstances?

(If yes, continue to **ABOUT VALUED MERCHANT SERVICES** below. If no, mark "not interested.")

If they are unsure or don't have time, ask for permission to **text them a link** to our 7-minute orientation video at:

www.valuedmerchants.com/rsm (always confirm it was received)

Affiliate Partner Script

Some of the candidates that we speak with who are not good fit for the other positions or are not comfortable with commission only as it relates to full or part-time jobs, may still have interest in our affiliate/referral partner program.

I want to be upfront about compensation so we can ensure it's a good fit before taking up too much of your time.

Our compensation plan is built around **lifetime monthly residual income**. Every merchant that you refer to us that activates service will generate between **\$100 - \$1,000+ per month** in profits, and you'll receive **5% - 10% or more of that** for the lifetime of the merchant using our services, paid on or about the 28th of each month.

You will also receive between **\$25 - \$100 in one-time commission** on every account that you refer that is activated, plus a **profit share** on hardware, software, and value-added services like business loans, consumer finance, payroll, social & digital marketing, ATMs and more.

This program is not a job and as such does not have:

- Salary, hourly, base, draw or benefits.
- **IT IS A 1099 independent contractor role!**

Would you like to earn commissions, bonuses and lifetime residual income simply by referring accounts to us from your existing networks, connections or clientele?

(If yes, continue to **ABOUT VALUED MERCHANT SERVICES** below. If no, mark "not interested.")

If they are unsure or don't have time, ask for permission to **text them a link** to our 7-minute orientation video at:

www.valuedmerchants.com/affiliate-program (always confirm it was received)

About Valued Merchant Services

Let me share a bit more about Valued Merchant Services. We are a nationwide provider of small business solutions. We've been in business for **19 years**, we have **A+ rating and Accreditation** with the Better Business Bureau and 5-Star ratings from many other sources. We have been ranked twice as one of the fastest-growing private companies in America on the **Inc.com 500/5000 List**, **We were a finalist for Forbes list of America's most promising companies** and **have won the editor's choice award from CardRates.com.**

We offer a **one-stop shop** for businesses, offering:

- Credit card processing
- Point-of-Sale Hardware & Software
- Business loans & lines of credit
- Consumer finance
- Payroll solutions
- E-commerce & mobile payments
- Gift & loyalty programs
- ATMs
- Websites & mobile apps
- Social media & digital marketing
- Reputation management & more

We work with **all types, shapes and sizes of businesses** except for nationwide corporations and major franchise chains like Walmart, Best Buy, McDonald's, and major gas/grocery chains.

Does this sound like something you'd be interested in?

(If yes, continue. If no, mark "not interested.")

How We Sell

Our agents focus on five markets:

1. **Hot Market** – Friends, family, and personal referrals
2. **Warm Market** – Businesses you already support (Your favorite restaurants, doctor's office, past employers, etc.)
3. **Cold Market** – Protected territory of 3-15 zip codes
4. **Networks** – Chamber of Commerce, BNI, LeTip etc.
5. **Affiliate & Referral Partnerships** – Banks, Credit Unions, Trade Assoc, CPA's etc.

The sales process starts with a casual conversation where we conduct a **needs analysis** (who they currently use, what they like/dislike, fees, etc.). Once we review their monthly processing statement, we create a **detailed quote**.

Are you following so far? (If yes, continue. If no, mark "not interested.")

We then present our quote, ask for the sale, and **close around 25% on the first attempt**, with more sales on follow-up attempts.

Our competitive advantages:

- Month-to-month agreements (**no cancellation fees**)
- Guaranteed savings, or we pay them \$500.
- No startup or conversion costs
- Local sales reps that live and work in the same community as their merchants
- LIVE answered customer service & tech support
- Multiple earning opportunities with unlimited income potential

Agents receive commissions earned weekly (**Fridays**) and earn monthly residuals **for the life of each merchant**. There are also **performance bonuses** for up to **\$3,000 per month**.

Does this sound like something you'd be interested in?

(If yes, continue. If no, mark "not interested.")

There's **no cost or investment**. We provide business cards, training, and support. Our training includes **LIVE Zoom sessions, 50+ online courses, and one-on-one coaching**.

Let's confirm your email so we can send more details: _____

You will receive the email now with more information from
onboarding@valuedmerchants.com

Can you check your inbox now to confirm you received it? (If yes, mark as interested and confirm receipt. If not, send them a text with the link to

www.valuedmerchants.com/orientation for Sales

www.valuedmerchants.com/lead-gen for Lead Generation

www.valuedmerchants.com/recruiter for Recruiter

www.valuedmerchants.com/rsm for Regional Sales Manager

www.valuedmerchants.com/affiliate-program for Affiliates

Thank you for your interest. Our onboarding team will be in touch via text & email.