



# REFERRALS MADE EASY

**FEATURING**

**HOW TO TARGET BUSINESSES  
TURNING "NO THANK YOU" INTO "YESSES"  
& ANSWERS TO YOUR  
MOST ASKED QUESTIONS!**



Merchant processing enables a business to accept a transaction payment through a secure channel using the customer's credit card, debit card or NFC/RFID enabled device.



Online



Mobile



Card Present



MOTO

## SPHERE OFFERS



Low  
Processing  
Rates



Payment  
Acceptance  
Solutions



24/7/365  
Customer  
Service



Highly  
Secure  
Processing

# WHO SHOULD I TARGET?



Focus on local small & medium sized businesses



Avoid large businesses/  
franchises: McDonalds,  
Starbucks etc.



# HOW TO APPROACH A MERCHANT

I work with an amazing, knowledgeable Account Executive at Sphere; if we were able to reduce your processing costs would you be open to making a change?

Reducing your costs on your credit card processing; how would that impact your business?

Most of my clients have seen increases in their credit card processing costs lately; have you noticed this as well?

Each year Visa & MC increase certain rate categories; have you reviewed your merchant statement lately for increases?

Sphere supports flexible ways to pay so businesses can adapt and grow with ease.

# KEY SELLING POINTS

## Price

Consultative Approach; Transparent and Competitive pricing



## Product

Variety of product solutions for any environment; with a simple transition process



## Service

Dedicated Account Executive; knowledgeable & responsive



## Company

Committed to your success; ACN's partner within the Payments Space; Group buying power



# TOP BUSINESSES

## Restaurants

How about your favorite diner or your go-to date night restaurant?



## Salons

Does your hairdresser or nail technician accept credit cards?



## Automotive

Where do you get your car serviced or your oil changed?



## Medical

Don't forget about your primary care physician or family specialist!





## HOW TO APPROACH A RESTAURANT/BAR

- Quick Serve or Fine Dining
- Integrated POS System or Terminal
- Printed Receipts or Email/Text Receipts
- Tips/Gratuity
- Pay At The Table
- Pay Curbside
- Contactless Payments
- Order Online
- Need Processing Statement



## HOW TO APPROACH A SALON/BARBER

- Integrated POS System or Terminal
- Printed Receipts or Email/Text Receipts
- Tips/Gratuity
- Pay At The Chair
- Contactless Payments
- Tips/Gratuity
- Need Processing Statement.





## HOW TO APPROACH RETAIL SERVICE/AUTO

- Integrated POS System or Terminal
- Printed Receipts or Email/Text Receipts
- eInvoicing
- Contactless Payments
- Recurring Payments
- Payment Plans
- Need Processing Statement.



## HOW TO APPROACH MOBILE MERCHANTS

- Mobile Card Reader or Mobile App Only
- Printed Receipts or Email/Text Receipts
- eInvoicing
- Contactless Payments
- Recurring Payments
- Payment Plans
- Need Processing Statement.

# WHY DO WE ASK FOR STATEMENTS?

Speeds up the Sales Process

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Custom Proposal / Best Pricing  
/ Maximum Savings

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Faster Approval Process

## MEET TYRO

Sphere and Tyro, Australia's largest EFTPOS provider outside of the Big 4, have teamed up to offer merchants a variety of plans and product options to fit their needs.

Benefits include:

- Ability to accept all major cards via countertop and mobile terminals
- Over 300+ Point of Sale/Practice Management Software integrations
- Competitive pricing with no lock in contracts!

*Specialising in Hospitality, Healthcare, Retail, and Service.*

# SUBMIT THE LEAD

Step 1: Access the Sphere site via your Personal Website where you click 'Explore your Options' & 'Send us your Lead'

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Step 2: Fill out the online form with as much information as possible

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Step 3: Attach merchant's recent credit card processing statement

## WHAT HAPPENS NEXT?

- New leads are **worked** within 1 business day.
- **Proposal presented** within 1 business day of statements received.
- Application **signed to approved** can occur as quickly as one business day.
- **Approved to activated** can occur within 3 business days.

## **FROM EACH MERCHANT, MAKE SURE TO CAPTURE:**

- Owner name
- Email address
- Phone number
- Business name
- Website
- Merchant statement
- Point of Sale/Practice Management Software
- Ways they currently accept payments – terminal, online, mobile, etc.

# IMPORTANT INFORMATION

My ACN IBO Number:

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My Phone Number:

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My ACN Website URL:

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My Account Executive at Sphere is:

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## SPHERE WEBSITE

[acn-au.spherechannels.com](http://acn-au.spherechannels.com)

# Sphere



ACN<sup>®</sup>