THE SECRET OF SALES SUCCESS

Selling products (appointments) especially over the phone is not rocket science; however it is about building relationships… YOU HAVE 30 SECONDS TO DO IT! When you call a merchant that has probably received several phone calls (many that day) about the same thing your offering; you only have 20 or 30 seconds to make a connection. You have to know what your about, this includes many factors; below are some tips to help make you a success!

**Know your Company:** has been in business for over 5 years; we are a U.S. based organization and so are all of our Regional Offices (Call Centers). Our National Headquarters is located in Southern California along with our Customer Service and Technical Support Divisions.

**Know your Product:** Radiant Mechant Services is one of the largest electronic commerce and payment services companies, powering today’s global shift to a cashless economy. We process and safeguard every type of electronic payment method: Credit, debit and stored value cards, electronic checks, Internet commerce solutions and electronic funds transfers.

**BELIEVE that your** We offer a product which in today’s retail and merchant world is an **product has value:** absolute necessity and that is credit and debit processing solutions.

Rather you’re a large corporation such as Wal-Mart or Target, or a small independent you will need merchant processing services if you’re going to compete in today’s world. While at one point cash was king; in today’s world having the ability to accept all forms of payment is a necessity.

**Provide Value:** Our agents go out to see each merchant in person, this alone makes us unique in the business world; but that’s not enough. What really sets us aside is that we are willing to do a side by side comparison of our program and the value it brings to the merchant verse any other credit processing vendor we come up against.

 In addition we’ve invested heavily in Customer Service and Technical Support after the sale. Once a merchant signs up with us we don’t just abandon them; we aim to make them our customer for life with 24 hour 365 day Technical Support and Customer Service solutions 6 days a week.