**Objections/Additional Information**

**I don't want to charge my customers.**

Everyone we have signed up has been extremely happy with the program. If at any point you are not happy, we can switch you back to the traditional method of processing at a lower rate. (CLOSE)

**I’m Under Contract**

All we ask is to give us the time to show you the cost savings and then you can make an educated decision. (CLOSE)

We will pay the cancellation fee to get you out of your current contract. (CLOSE)

**I’m happy with my current processor**

We take what is already working well for your business and make it less expensive. (CLOSE)

**I just switched**

That’s ok, this doesn’t affect my ability to help you save. We can even help getting you out of your long term contracts. (CLOSE)

**I have processing through a family member/friend**

Does your family member/friend have a no-fee program? (CLOSE)

**I have processing through my bank**

Banks have higher fees, how would you like to pay nothing? (CLOSE)

**I already have a Cash Discount program**

That’s wonderful! I’m glad the program’s working for you! Bottom line, we’re ALWAYS able to make it even cheaper for you! Most programs charge annual fees, monthly fees, PCI or statement fees – WE undercut EVERYBODY! (CLOSE)

**Additional Talking Points**

**THIS IS THE MONETARY SAVINGS THAT THE CLIENT MENTIONED ON THE FIRST CONFERENCE CALL, 3.5 CENTS PER DOLLAR, 35 CENTS PER $10.00, THIS IS A POTENTIAL SAVINGS of $24,000.00 PER YEAR.**

**FREE TERMINAL, FREE PAPER, NO CONTRACT, FREE TRIAL, NO RISK, WE CALL CUSTOMER SERVICE ON YOUR BEHALF, WE PAY YOUR CANCELLATION FEE IF YOU ARE IN A CONTRACT, NO MINIMUM REVENUE OR SALES REQUIREMENT,**

**WHY ARE YOU PAYING FOR YOUR CUSTOMERS TO GET POINTS ON THEIR CREDIT CARDS?**