

## Who can you set WITH..

WHO can you set an appointment with at a **business**?

- OWNERS
- CO-OWNERS
- IMMEDIATE FAMILY MEMBERS WITH AUTHORITY TO MAKE DECISIONS ON THE MERCHANT ACCOUNT
  - Brother, sister, mother, father, son, daughter, etc.
  - Ask “**Do you have authority to make decisions on the merchant account?**” if they say **YES** pitch them, if they say **NO** do not pitch them

WHO can you set an appointment with at a **school**?

The person who handles the merchant account for the school

WHO can you set an appointment with at a **doctor’s office**? (Chiropractor, eye doctor, etc. NOT a veterinarian’s office)

The office manager who handles the merchant account for the doctor

WHO can you set an appointment with at a **corporation**?

An officer of the corporation – CEO, CFO, COO etc.

WHO can you set an appointment with at a **non-profit**?

The person who handles the merchant account

WHO can you set an appointment with at a **church**?

The person who handles the merchant account

WHO can you set an appointment with at a **co-op/S-corp/employee-owned company**?

The person who handles the merchant account

### DO NOT PITCH:

- Bookkeepers
- Controllers
- Managers
- Assistants
- Receptionists
- Employees