



New Partner Training Book

!!!Happy Selling!!!

To be, or not to be: that is the
question.

****Outside Sales Business Consultants****

Community Commerce is very picky when recruiting Business Consultants! Are you a team player? Do you enjoy sales, do you enjoy helping and talking to people? Can you listen and professionally communicate? Do you understand hard work and do you enjoy working hard to make an incredible income? If yes so far, keep reading...

Community Commerce provides businesses with the ability to accept credit cards, debit cards and any form of payment from their customers. Through multiple Point Of Sale Systems & Payment Solutions. Without all the hassle and headache of a normal payment processor. Our Business Consultants make money showing our customers how to make more money. Using our up-to-date payment processing systems with our custom pricing options. To save them more time and more money with way less headache... In our Industry every business is a potential customer!

Our Business Consultants gain customers through providing business owners a cost and services comparison off of their current provider's costs and services versus ours.

Community Commerce offers the best Services, Pricing, Payment Systems, Point Of Sale Software and Hardware. With the best live warm bodied customer support there is. We've practiced 20 plus years now, how to take care of our Clients/Partner's the best!

Are you looking for a great opportunity with a great company? Only keep reading if you are willing to do everything it takes to become successful professionally and financially! Only hard working, authentic, positive and self-aware spirits succeed here. Our team specializes in guiding & grooming this type of candidate. To become successful and sharp in the Payments space. Maximize your professional and financial growth with your motivation & hard work. Alongside our custom services & compensation programs by bringing businesses in the now!

We Provide

- *The ability to start making money today!
- *Excellent income opportunities, Draw vs Commission & Bonuses.
- *Success & Closing Support from quick, positive and skilled closers! Who are on call for you 24/7. To close the interested business owners you are prospecting and in front of.

Company provided CRM.

M-F company provided pre set confirmed appointments after proving yourself.

The opportunity to become a Self-Made success from your hard work.

Qualifications

- *Sales experience is not required! Desire, Motivation, Determination, Drive & Respect is!
- *Good Organizational skills.
- *Familiarity with CRM's, Calendars & Basic Computer Skills.
- *Phone, Laptop & Car.
- *Business Casual/Professional attitude & appearance.
- *The ability to follow instruction.
- *Have an authentic & friendly aura.
- *The ability to get busy and produce sales!

MANDATORY - If you are a Sales Partner on a monthly draw vs commission program. To qualify for any advanced commission funds. You must have a sale per day M-F, or have 50 new business cards added/uploaded into your CRM each evening M-F. With the owner's name, email and cell # written on the business card along with uploaded pictures of the current system(s) they are using.

Commission Schedule

*\$2000 monthly draw vs commission

*\$200 per sale

*\$250 weekly gas bonus for 5 sales completed in a week.

Monthly Deal Count Bonus

10 monthly sales = \$1000 bonus

15 monthly sales = \$1500 bonus

20 monthly sales = \$2000 bonus

25 monthly sales = \$2500 bonus

30 monthly sales = \$3000 bonus

35 monthly sales = \$3500 bonus

GO gather 50 business cards today with owners' names in an area near you. Every business you see needs our pricing and service! You just need to walk in and let them know this by showing them how! Your Sales Manager will close them for you, and you will get to learn closing sales our way by listening.

I want you to walk into each and every business and introduce yourself and us Community Commerce as (Your City's) trusted payments people and that the office has you out giving free cost and solutions reviews today. To point out all the new non-qualified charges and non-compliance fees most US competing processors are charging. That has most merchants everywhere paying a whole 3% to 5% which horrible, while using a system they don't really understand or like!

While the owner's chit chatting with you... Flow with their energy but be excited telling them you love being able to help people with this crazy stuff because the way they hide fees nowadays is crazy... While they are gathering the statement fill out the current setup form by asking them the questions on it, while flowing around what they are doing, because they are busy... Next text or email your Sales Manager the (Existing Setup & Discovery Form) and pictures of statements front and back for him to whip up a cost comparison. To then close this business over the phone for you! So, you can learn and listen to what your Sales Manager says and does over the call to close the deal.

Your Sales Manager/Closer has all the things you need to get a merchant to listen. GET YOUR SALES MANAGER ON THE PHONE TO MAKE YOU \$\$\$



Existing Setup & Discovery

All equipment merchant is currently using to accept payments? Terminal(s), Virtual Terminal(s), Point Of Sale System(s), Pay/Order At Table Device(s), Kitchen Printer(s), Kitchen Display Screen(s), Self Service Kiosk(s), Self Serving Robot(s), Weigh Scale(s), Barcode Scanners, ACH'ing, Invoicing, BNPL, Monthly Recurring Billing Software***Make sure to send pictures of every device the merchant is using to your Sales Manager. So everything the merchant is using and needs is being accounted for. Have the merchant show you everything they use so nothing gets missed***

What systems or devices would make it easier for you to run your business? (Inventory Management, Custom Modifiers, Pay & Order At Table Devices, Seating Charts, Kitchen Printers, Kitchen Display Screens, Digital Menu Boards & Screens, Online Ordering, Time Clock & Payroll Integrations, Preset Tip Options, QuickBooks Sync, Reporting, Marketing, Gift & Loyalty Card Programs, Taking Payments Online or on your Website, Google & Facebook Social Digital Marketing, Robot Servers, Recurring Billing, Etc) A POS that turns into a self ordering Kiosk? A stand alone self ordering Kiosk? Order & Pay by QR Code? We specialize in streamlining your core Commerce needs now, wasted time equals wasted money!

How does your system(s) currently connect to the internet?

Wifi ____ Ethernet ____ Data ____ Website/Shopping Cart ____ Phone Line ____ Cell Phone ____

Are you PCI Compliant? Yes ____ No ____ **Do you currently accept Pin Debit?** Yes ____ No ____

Would you like to take advantage of Dual Pricing? Dual Pricing is where your payment system legally passes through the processing fees for the transaction to your customer. This will remove all processing fees you currently pay monthly! This encourages your customers to pay with cash without paying a fee. When Dual Pricing. You can always bypass the fee from any customers transaction you wish to. Yes ____ No ____

Has merchants Bank Account been screened and verified for unauthorized or useless Monthly Electronic Charges? (Previous Processing Companies/Bank Accounts, Software Companies, ACH or Monthly Billing Companies. Previous Equipment Subscription(s), Lease(s) & Rental Company(s) or Merchant Cash Advance Loans)?

Do you have any special ties to your current Bank or receive special perks for Banking with them? Yes ____ No ____ If yes, what? _____.

Do you currently do any Digital Advertising or Digital Couponing? Yes ____ No ____
(Monthly Spend Amount \$_____ Monthly Return Amount \$_____. What Company(s) providing what? _____.

Wouldn't you like to have the same real 24/7 support from 1 Commerce Provider including your Website & Online needs? Yes ____ No ____

If yes current Monthly \$_____ or Yearly \$_____ cost for Website & Support? _____.

Any special instructions or special requests that will help this merchant accept payments with a better cost and service with Community Commerce?

Mandatory Daily Sales Call

Monday – 8am – 8:15am

Tuesday – 8am – 8:15am

Wednesday – 8am – 8:15am

Thursday – 8am – 8:15am

Friday – 8am – 8:15am

A daily email link to the meeting will be sent to your email...