



Calling  
Direct  
Sales  
Experts



*Create Financial Freedom*



### Powerhouse Opportunity in Merchant Services

- Use your direct sales skills
- Build a residual-based future in the merchant services industry
- Create a fast-growing business and secure your financial future





## Competitive Pricing You Can Sell

### Dear Prospective Partner,

We're looking for experienced and dedicated direct sales people in markets around the country who have drive and love the independence to create their own earnings peak. We appreciate your interest.

Our CCI complete payment processing program is designed for you by a 30-year veteran direct sales pro who knows what really matters when you're in the field.

We offer a comprehensive and inclusive Independent Sales Representative (ISR) package. This makes us a standout and a stand-up merchant services company. With CCI, you'll have opportunities for both up-front lease commissions and back-end residuals on processing.

Our consultative sales approach serves brick-and-mortar merchants across the United States with payment processing products and services. We focus on educating merchants and meeting their specific payment processing needs with competitive pricing you can sell.

Read on for more about our fast-growing business. Call or email us today to learn more.

We look forward to working with you as you create a successful future!

—The CCI Merchant Services Group



### We take you seriously and want you to consider this offer.

<b>\$ 5,000</b>	Signing Bonus	Based upon approved leases within six months; talk to us to learn more
<b>\$ 1,000</b>	Referral Bonus	Refer a rep who submits 10 approved leases in their second month
<b>iPad</b>	Equipment Reimbursement	Submit 15 approved leases by form-fill application within three months, and be reimbursed the cost of your iPad

**To learn more, call or email CCI today.**

**Toll Free 844-692-2422**

**[info@ccimerchantservices.com](mailto:info@ccimerchantservices.com)**

## A Passion for You and Your Goals

Our team has a combined total of 100 years in the merchant services industry. And, we have more than 30 years of successfully coaching sales professionals in this industry, from beginners with big dreams to seasoned reps who are fine-tuning or jump-starting their careers. Our passion is inspiring sales entrepreneurs so they dig deeper to understand more about what drives them and realize their goals.



### Up-Front Lease Commissions—Back-End Residuals

Our pay structure allows agents to create income with no cap. We offer a generous commission split on lease funding and provide agents with transparency so they know what they're getting paid. As a merchant portfolio grows, so will processing residuals. A fast start with commissions is great, but steadily building a residual base is better. Our program combines both.

### Qualified Lead Program

Our inside sales team works to create pre-set, qualified leads every day for our top closers. Paired with an appointment setter, top closers augment their cold-calling efforts and build a stronger pipeline of sales opportunities.



Lead Generation Statistics for This Month



All Decision Makers	80%
Reschedule	10%
Non-Qualified	5%
No Show	5%

### Agent Portal

Reps have round-the-clock access to view critical information about merchants and pay status, as well as training materials, events and industry updates.

## A Competitive Edge

Our independent reps are consultative sales partners with an entrepreneurial spirit who work with merchants so they get value for their processing dollar. Educating merchants to ensure they use technologies that help with efficiency, regulatory compliance and processing security is also our goal.

We competitively price our products and services so we offer value to merchants and, at the same time, you are able to build your residual base.

We are pleased to connect with other like-minded leaders in the payment processing and leasing industry. We are committed to transparency, fairness and open communication with all our customers.

### Consultive Selling—Turnkey Support



Data



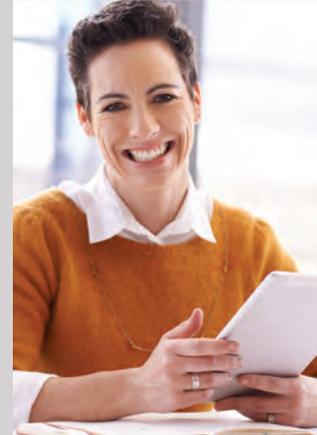
Security



Technology



Value



You'll achieve significant income earning opportunities as you and our experienced staff educate merchants about the data, security, and technology they need for peace of mind. With nearly three decades in this industry, we are devoted to helping independent sales reps achieve their earning potential through our turnkey field support and point-of-sale marketing.

**Our inside team offers agents marketing support materials, from ready-to-print business cards to the latest news clips on technology and security breaches.**

### In-Depth Training

Sales reps join our comprehensive, in-house training to sharpen point-of-sale skills. Training covers and/or recaps the industry, sales approach, paperwork and equipment. It taps into what drives you. We offer point-of-sale pitch books, and iPad programming with form-fill apps and docs. You're ready to begin writing deals when you finish the workshop.

**Our goal is to engage the most educated and informed sales reps in the industry.**

# The Future Is Now With EMV and NFC— and So Are the Opportunities!

Assisting merchants converting to EMV compliant equipment is a priority, as is explaining new payment technologies such as contactless payment systems like Apple Pay® mobile payments and Google Wallet™ payment service.

## **Europay Mastercard Visa (EMV® specifications)**

Designed to reduce counterfeit/fraudulent usage of payment cards worldwide, EMV specifications continue to roll out in the United States. Merchants may be vulnerable to the cost of fraudulent charges if they do not employ EMV-ready equipment.

## **Near Field Communication (NFC)**

NFC is a set of communication protocols that enable two electronic devices to exchange data when they are brought close together. One is usually a portable device such as a smartphone.

## **Security and Compliance**

Combined, security and compliance are the No. 1 priority in the merchant services industry. We meet or exceed all industry standards.

## Full Range of Services/Products

We offer payment services, including credit card, debit card, gift card and other products for any business that accepts payments, including retail, wholesale, restaurants, jewelry, trades, crafts, medical, legal, professional associations and Internet businesses, among others.

CCI has chosen its vendors carefully to provide high-quality brand names that will provide efficient, reliable processing at the point of sale. Our full range of options include:

- Transaction Processing Equipment and Leasing
- Credit and Debit Cards
- Gift, Loyalty and Rewards Card Processing
- E-commerce solutions
- Mobile Payments
- Petroleum, Fleet and WEX Card Processing
- Electronic Check and Check Services
- Payment Gateway Processing
- Lifetime Merchant Assurance Policy



## CCI Training and Certification

Our heartfelt desire is to enable the most educated and informed independent sales representatives in the industry, both for our merchants and for partners like you.

Comprehensive training at our headquarters in Oak Brook, Illinois, and regular information calls support sales reps to fully use a consultative style so merchants understand the value they receive in products and services. Equally important, as your own business owner, we encourage you to think both short and long term about your own money management and planning.

## CCI Four Characteristics

### Values



#### **Integrity**

Stay within bounds and in compliance with pricing, presenting and selling our products and services. Embrace ethical choices, behaviors and communications.

#### **Commitment**

Be 100% committed to a full-time effort to grow your own business. As an independent business owner you have the flexibility to create a schedule that maximizes your face time with customers.

#### **Professionalism**

Maintain and conduct yourself at the highest levels of consideration and respect for yourself, CCI staff and merchants. This means working collaboratively and constructively together. Respecting those around us is a requirement. We have serious work to do here to support people who are building their own businesses.

#### **Production**

In order to reach your highest production/sales potential, you must be coachable and embrace CCI protocols. Success in this area is about more than the money. It's about creating economically viable sales that stick with satisfied merchants. As an agent, you have access to the tools and expertise provided by our teams to make this happen.



## Contact Us to Learn More!

Launched in 2007, CCI Merchant Services is a growing provider of payment processing services and technologies across the United States. Our agents are ahead of the curve in helping merchants understand data, security and technology. Talk with us about how you can succeed in our program.

**Call us today!**

**Toll Free 844-692-2422**

## The Future of Transactions

DATA • SECURITY • TECHNOLOGY



### CCI Merchant Services

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## Merchant Services

### A Multitude of Benefits!

- Full payment processing program
- Vested residuals and true residual split
- Up-front lease commissions
- Sales contests with cash bonuses
- Qualified lead program
- Agent portal
- Full-time sales and support
- Marketing support
- In-depth sales training
- Weekly coaching, updates and motivation
- Merchant retention
- CCI certification