



AmeriBanc

Merchant Consultant Webinar Training

Welcome!

We will be doing an Audio and Video Check at 8:15 am CT.

After that we will be back on to do a brief Orientation at 8:25 am and the class will start at 8:30 am Central Time

9:30 am Eastern
7:30 am Mountain
6:30am Pacific

Do you have your:

- 1) Training Manual
- 2) Presentation Guide
- 3) Presentation Scripts




IF NOT: ask Karen to email NOW




Important Notice:

Audio only Portion of Training will broadcast over your PC Speakers – PLEASE make sure they are not on Mute or turned down too low for you to hear – Thank You.

For assistance with any further conference issues please contact 1-877-954-6699



Let's take a look at our two offices

Pay Attention during both the Appointment Setting and Presentation segments how the business owner gives objections often when we attempt to set the appointment & when we RUN it also

Also note when the Business Owner asks a question that Richard does NOT know the answer to, he not only stays CALM, but actually uses it as a way to get a Conditional Close from the Owner to BUY if he can get a good answer....brilliant!



Marketing Strategy & Sales Tactics

What is our Strategy?

1. Appointments
2. Revenue VS. Savings
3. Free Equipment
4. Lots of Support

What are our Tactics?

1. Establish Buying Atmosphere
2. Determine their needs
3. Set up Expectation of Decision
4. Repeat Their Needs Many Times
5. Close AS WE GO VS. At the END
6. Assumptive Close TWICE
7. 3rd Party Conditional Close




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EQ vs IQ

IQ = Intelligence Quotient
EQ = Emotional Quotient

It is very important to engage the Merchant's Emotions as well as their Intellectual side


Why?
Because buying decisions are mostly made for Emotional reasons

MARKETING INTELLIGENCE



Engagement

IQ is only the tip of the iceberg
EQ is the foundation



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Consultation Overview

Setting up and Using Your Presentation Guide

- If you use a simple 3 Ring Binder, ensure it has a clear cover sleeve to insert your cover/title page.
- You will also want an inside pouch to keep your blank Applications with the MVW paper clipped on top.
- This is both a Sales Tool, and a Guide to help you AND the merchant through the value of the services.



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Consultation Overview

Let's Make Sure it is in Order

Pages for - 1st Five Minutes - Qualifying

This would be the back side of the Personal photo/item page and the coinciding page. Basically, page 2 and 3 of your Presentation Guide.



5 Steps to Increase Revenue

- 1) Has anyone really explained what an EMV Card is and why your store needs it OR have you decided to assume the Liability?
- 2) Has anyone explained what Apple Pay & Google Wallet are or how it can increase YOUR sales?
- 3) Do you think your customers would like to know that their card data is SAFE at your store?
- 4) What if you could...
 - a) upgrade YOUR terminal for FREE
 - b) begin accepting Apple Pay/Google Wallet
 - c) combine all credit cards onto one statement
 - d) have a month-to-month agreement
 - e) 24 hour deposits
 - f) receive best-of-class service... and SAVE money while you do it?

Sound too good to be true????

We can show you how in 15 minutes...

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Consultation Overview

Let's Make Sure it is in Order Pages for - 1st Five Minutes – Qualifying Questions

Why Upgrade Today?

- *100 Million EMV Cards Issued in U.S. 2010
- *1.1 Billion by the end of 2015
- *90 Million Terminals need to be upgraded...JUST LIKE YOURS
- *70% of Credit Cards and 40% of Debit Cards will be EMV-Chip Cards by 2015
- *Estimated Cost of EMV-terminal between \$500 and \$2500...depending on terminal type and whether you buy or lease.
- *19 Million Apple-Pay Ready terminals by end of 2015

We can help YOU be READY, and we won't even charge you for the upgrade... HOW CAN THIS BE ??

LOW RATE & FEE WARRANTY

Focus on REVENUES & Forget about RATES

AmeriBanc offers services that can impact a typical business from a few hundred to a few thousand dollars monthly.

Increasing SALES makes you more INCOME & PROFITS than just saving you 10-15% in fees. We work HARD to do BOTH!

Why AmeriBanc Today?

You will receive a new State of the Art Terminal Placement ready to accept EMV and NFC Cards (payment from 1000's)

You will save time by having ALL cards on 1 Statement.

You will receive YOUR Money FASTER, (next day deposit).

You will have control over your service, (Month-to-Month).

One-Time Application Fee of \$69 (not assessed in 2014)

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Consultation Overview

Let's Make Sure it is in Order EMV/SmartCard and Apple Pay/Google Wallet Service Segment

EMV???

Are you SWIPING or INSERTING your cards?

Why EMV is a GOOD IDEA for you?

- 1- Virtually Fraud Proof
- 2- VMC-Banc AMEX (no ill) (starting in 2015)
- 3- Annual Liability of Data Breaches

Visa and MasterCard both assign a "Liability Shift" to merchants that accept fraudulent transactions if they do not have an EMV Terminal

- 1- Over 100 million issued already
- 2- Expect Fees on Non-EMV to go UP
- 3- Your Data is Protected TODAY
- 4- It's not an IF, it's a WHEN...

AmeriBanc continues to offering new EMV Contactless Terminal Placement of the Card to Save Your Business TODAY and not wait UNTIL it's too late for you happy

The NEW WAVE of Payments is HERE!

At Some Low Rates!

Look for this near all-ubiquitous

Apple Pay Google

1. More Secure Payments
 - Card Data is not shared
 - You and Your Employees don't handle the cards
2. Faster Checkout Time
 - Estimate on Mobile Lines
 - Customer Skip Lines and return faster!

Apple Pay is Here - Are You Ready? We can help you TODAY!

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Consultation Overview

Let's Make Sure it is in Order Debit/CC and Service Segment

Simplify with The American Express Full Acceptance Program

Why Simplify this TODAY?

- Lower Retail & Restaurant AMEX Fees
- All Credit Card Types on ONE Statement!
- Now Amex will be deposited NEXT DAY also!
- One Customer Service # for Everything

2.25% Credit & Debit

American Express also works with Apple Pay and Google Wallet... (at the same price)

1.29% Credit & Debit

The Federal Reserve SLASHED DEBIT costs


- Your costs should be lower TODAY
- 60% of Card Transactions are DEBIT CARDS!
- 55% of Sales VOLUME is DEBIT CARDS!
- Choose Signature OR PIN - YOUR Choice!

Let's Review What YOU get Today:

1. Free EMV Upgrade
2. One Statement
3. Lower Costs
4. Monthly Agreement
5. Next Day Funds
6. More Security
7. More Choices



Consultation Overview



1. First Five Minutes


- a) Overcome initial defensiveness
- b) Qualify needs
- c) Explain purpose of visit
- d) Agree upon Buying Decision

2. Actual Presentation of Service Benefits


- a) Educate the Business Owner
- b) Motivate the Business Owner
- c) Trial close on each segment

3. Three Phase Closing

- a) Assumptive Write Up
- b) Revenue Snowball Effect
- c) 3rd Party Assist



Together with the Merchant Revenue Worksheet






Consultation Section 1: The First Five Minutes



1. First Five Minutes

- a) Overcome initial defensiveness
- b) Qualify needs with Questions
- c) Explain purpose of visit
- d) Agree upon Buying Decision



Case The Build-It-Right

On 10/1/09, the defendant signed a purchase agreement for an all-in-one, privacy screen for his laptop computer. The defendant paid \$1,000 for the laptop computer. The defendant paid \$1,000 for the laptop computer. The defendant paid \$1,000 for the laptop computer.




The First Close

1. Review the 5 ways to BUILD
2. Ask the question at the top of the 2nd page...

Can You See Why?

Ask CHOICE CLOSE QUESTION

Would you rather have your statements sent here or....?
3. Ask CHOICE CLOSE QUESTION
4. Break Eye Contact and begin filling out the application




Consultation Section 2: Service Segments

2. Actual Presentation of Service Benefits

- Educate the Business Owner
- Motivate the Business Owner
- Trial close on each segment



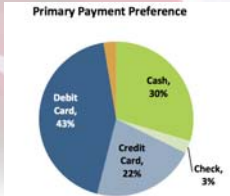



National Payment Averages

- 85% of All Payment are Plastic (22% + 43%)
- 30% Cash - Is it losing ground?
- Debit Cards - Largest Payment Form
- Credit Cards - Higher \$ Transaction
- 4% Pre-Paid Cards
- Paper Checks?
- How does this help you?

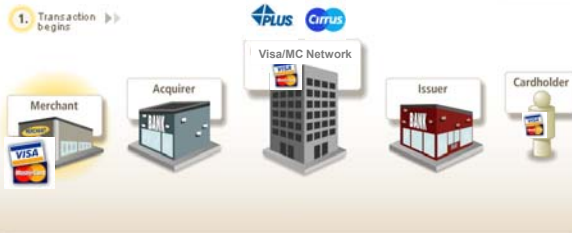
Ave Cash Tran = \$21
Ave Debit Card Tran = \$42
Ave Credit Card Tran = \$67
A growing market
Does anyone use them?

Primary Payment Preference

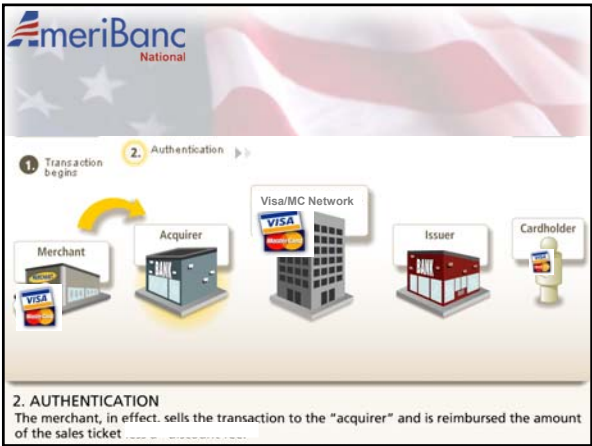


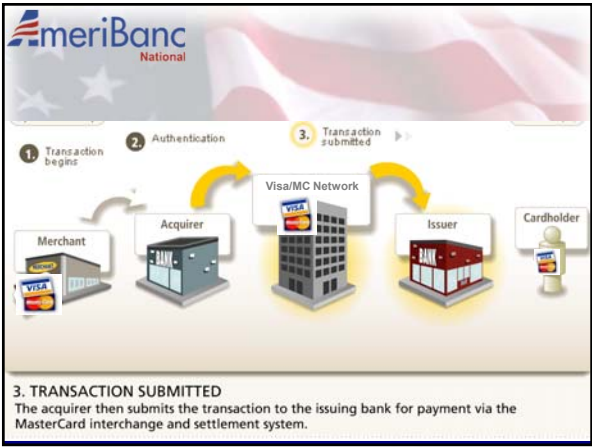


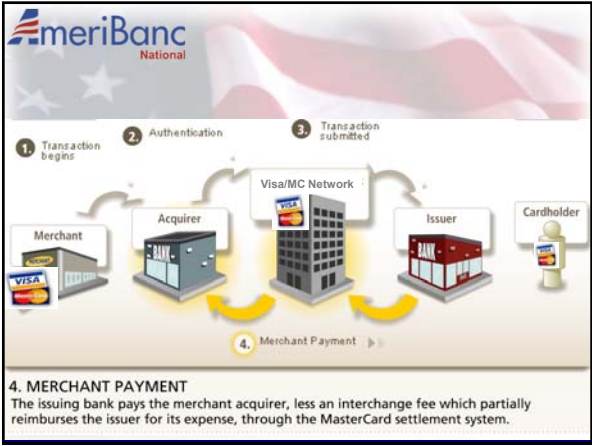
1. Transaction begins

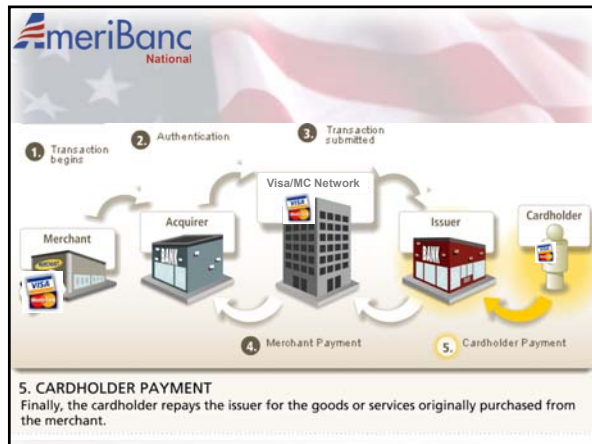


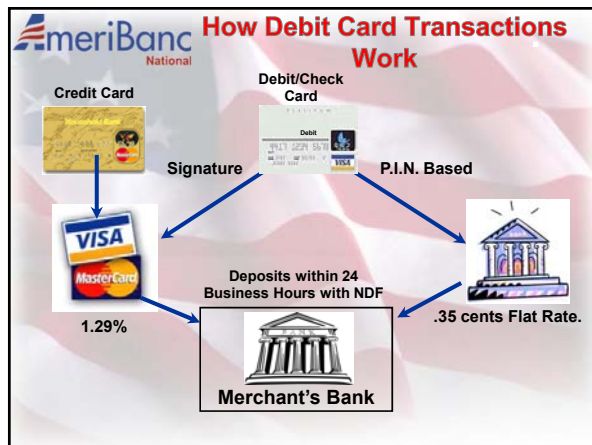
1. TRANSACTION BEGINS
The cardholder purchases goods or services from the merchant.











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**What Are EMV/Smart Cards?
Why Deploy EMV Terminals to New Merchants Now?**

- What are they? Europay, MasterCard, and Visa (EMV)
 - Integrated Circuit Card, with internal encryption and PIN.
 - Standard card in Europe, Canada, Asia and throughout the world.
 - If taken through a EMV terminal, will require the use on PIN as the primary means and signature based as the secondary.
- Why Are They Coming?
 - World-wide shift to bring standardization to the electronic payments industry and increase transaction security.

CHANGE AHEAD

us bank FlexPerks
1000 1234 5678 9010
09/09/09
VISA SIGNATURE

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EMV/Smart Cards and Why are They Becoming a Factor?

- EMV may not seem commonplace or common knowledge in the United States right now, but as of the October 1st, 2015 deadline, it should be forefront in consumers and merchant's minds – MasterCard, Visa, Discover and American Express are all on board, and all U.S. financial institutions are currently issuing EMV credit and debit cards. EMV chip technology increases security and prevents fraud and renders data from breaches useless. But there is an even more basic reason why U.S. consumers and business owners should not wait around for mandates to kick in. It simply reduces your personal and business liability.
- The truth is, going to Europe, Asia, even Canada and Mexico with a standard U.S. magnetic stripe credit card just won't cut it anymore. Even if you plan to rely on cash, you'll still get stuck when dealing with unmanned toll booths and ticket machines that accept only EMV chip cards. As of October 1st, 2015, putting an EMV credit card in your wallet is necessary in the USA, also. As a business owner, not securing your business and customers information and funds is just irresponsible.

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The US Time Line

Why it is important to you and the merchant.

1. Visa, Discover and MasterCard have already announced the roadmaps for the liability shift, which occurred on October 1st, 2015. Currently, banks are no longer responsible for all credit card fraud that may occur. With this new liability shift, merchants who haven't upgraded their checkout equipment to process transactions made with chip-based cards are responsible if fraud should occur on that card or in their place of business.

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Myths & Facts

- 1) Can I use a EMV Card at a Non-EMV Terminal?
 - 1) **Yes, for now.** In its most basic terms, EMV, which signifies Europay, MasterCard and Visa, is a global technology specification for payment adopted by MasterCard, Visa, JCB, Discover Financial Services, and American Express to name a few, that ensures that chip cards work with point-of-sale terminals and ATMs from country to country, to authenticate credit and debit card transactions. They are still issued with a Magnetic Strip to be used on Non-EMV terminals.
- 2) I heard thieves can steal all the data from my card electronically just by being close to it.
 - 1) **No** - EMV is based on strong cryptography (both symmetric and asymmetric) and elaborate key management; a fundamental EMV principle is to digitally sign payment data to ensure transaction integrity. As opposed to magnetic stripe or "Pay Pass" technology, a chip is extremely difficult to crack; card authentication and PIN verification are performed automatically and objectively by the chip. A important aspect of EMV is its use of dynamic data. Each transaction carries a unique 'stamp' which prevents the transaction data from being fraudulently reused, even if it is stolen from a merchant's or processor's database. EMV's dynamic data feature basically says 'if you can't prevent data from being stolen, make the stolen data useless' because dynamic data is only useful for the sole transaction it characterizes, nothing more. Skimming will be obsolete.



The New EMV Smart Card Segment



EMV=EuroPay International, MasterCard and Visa

1. Are you SWIPING or INSERTING your cards?
2. Due to the security issues and rise in fraud, V/MC has required merchants to upgrade to EMV equipment, and if not the merchant bears the liability of the fraud.
3. Walk through the Steps 1 thru 4 on the bottom, pointing out we will make them compliant, and continue to ensure they avoid fraudulent sales.
4. The terminal is capable of taking ALL cards, even those that are still magnetic strip only.
5. As new future technology rolls out, you will be protected and updated with us .

"Before we decide to change and grow, we must all suffer one of two things: the pain of discipline or the pain of regret and disappointment."



Apple Pay and NFC Payments





Points to Make on Apple Pay and NFC Technology:

- 1) Opening your business to every form of payment is good business, and doing it and no additional cost is SMART business.
- 2) This payment is also more secure and fraud resistant.
- 3) Faster checkout times and Customers stay happy and return more.
- 4) These payments forms are here, are you ready to take in that money?
- 5) TRIAL CLOSE - In business, the old saying "If you don't cater to your customers, someone else will" has never been more true then today.



Credit/Debit Cards



Points to Make on American Express:

- 1) Show Obvious Benefits
- 2) No Additional Cost. None taken, No Cost.
- 3) Simplified by being including on a Simplified Statement AND Next Day Funding!
- 4) TRIAL CLOSE.....always...always...





Credit/Debit

Points to Make on DEBIT:

- 1) Show Obvious Benefits
- 2) Ability to choose to take all Debit Cards PIN based OR Signature based.
- 3) Cost Comparison – Make it Obvious
- 4) One Statement for all payment methods
- 5) Month to Month Agreement
- 6) Upgrading their company to the 21st century at no additional cost!
- 7) Remind them that the average merchant is spending \$30 to \$80 per month to upgrade their equipment, and many spending that and do not even have the upgrades required.
- 8) TRIAL CLOSE....always...always...



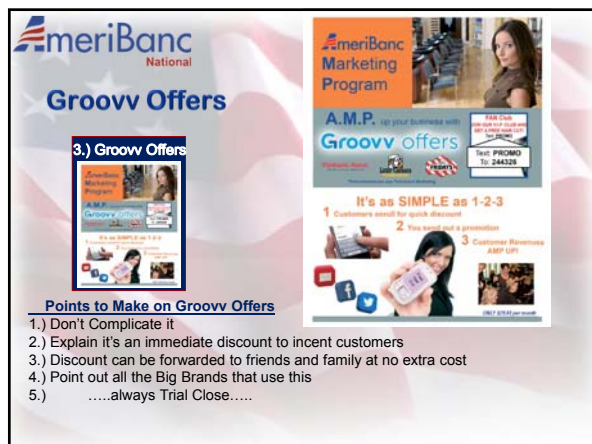
Merchant Revenue Worksheet

Why Simplify this TODAY?

- 1. Lower Fees & Expenses (Save 2-3%)
- 2. Add Credit Card Types on ONE Statement
- 3. New Rates and the Improved DEBIT Card
- 4. One Customer Service & One Billing Cycle

Let's Review What YOU get today:

1. Free EMV Upgrade
2. One Statement
3. Lower Costs
4. Monthly Agreement
5. Next Day Funds
6. More Security
7. More Choice



Groovv Offers

Points to Make on Groovv Offers

- 1.) Don't Complicate it
- 2.) Explain it's an immediate discount to incent customers
- 3.) Discount can be forwarded to friends and family at no extra cost
- 4.) Point out all the Big Brands that use this
- 5.)always Trial Close.....



Merchant Cards



How to Use Merchant Cards ???

1. Traditional Gift Cards - (Network Marketing)
2. Refund Cards - (Customer Loyalty Marketing)
3. Marketing Cards - (Market to NEW customers)







How National Stores Market With Cards:


<p>1.</p>  <p>Gifted Customers Give to NEW Customers</p>	<p>2.</p>  <p>REFUND FOR STORE CASHIER ONLY</p> <p>Never Exposed Customers to Marketing Cards</p>	<p>3.</p>  <p>95% Card Available to NEW Customers</p>
---	--	--



Points to Make on Cards

- 1.) DON'T CALL **GIFT CARDS**
- 2.) List 3 ways they can be used
- 3.) Show National Chains that can use them
- 4.) Explain Refund Use
- 5.) **EMPHASIZE** Marketing Use!
- 6.)always Trial Close.....





Value Worksheet

How to Use Merchant Cards

- 1. Traditional Gift Cards - (nothing happening)
- 2. Student Cards - (nothing happening)
- 3. Marketing Cards - (Market to NEW customers)

How Merchant Revenue Worksheet Works

1. Traditional Gift Cards - (nothing happening)
2. Student Cards - (nothing happening)
3. Marketing Cards - (Market to NEW customers)

Merchant Revenue Worksheet

DRA: Terri Goss Date: 4/11/12

BSG: _____

1. Whether did Merchant start this Business? YES NO NO NO

2. How are TOP Revenue Generating Products for next 12 months? NO NO NO NO

3. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

4. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

5. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

6. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

7. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

8. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

9. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

10. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

11. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

12. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

13. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

14. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

15. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

16. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

17. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

18. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

19. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO


20. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

21. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

22. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO

23. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO



24. What are the TOP 5 Revenue Generating Products for next 12 months? NO NO NO NO




Consultation Section 3: 3-Phase Closing

3. Three Phase Closing

- a) Assumptive Write Up
- b) Revenue Snowball
- c) 3rd Party Assist



*ID, Isolate & CC
*Call-In



By Creating The DECISION to BUY, You Have Earned the Right to Assumptive Close.

Pre-Close (2 Factors)


1) I am in business locally, no different than you, so I want you to feel comfortable as we look at these services. If you DON'T feel that way, please let me know so I can help you BUILD your business and accomplish your GOALS & PLANS. Would you feel comfortable enough to tell me "YES"?

2) Thanks, I appreciate that. Now my 2nd factor is - If you can legitimately see a service that YOU BELIEVE will bring you acceptable bang of your business goals and makes sense, will you feel equally comfortable in telling me "YES"?

Let's take a look at... (from the Page)


Important Closing Concepts:

- 1.) Decisions are Emotional
- 2.) You have closed several times
- 3.) You have a "Yes/No" Deal...
- 4.) "Yes Momentum" is working
- 5.) You should have a good idea of what they are thinking based upon Trial Closes
- 6.) Coming Back Later will not help you get the Decision made...
- 7.) We use a 3-Step Closing Tactic
You won't get the full benefit unless you are prepared to use ALL THREE.
- 8.) YES's are good, NO's are fine, MAYBE's mean you didn't do your job




The First Close

- 1. Review the 5 ways to BUILD
- 2. Ask the question at the top of the 2nd page...
Can You See Why?
- 3. Ask CHOICE CLOSE QUESTION
Would you rather have Online Statement access or paper....?
- 4. Break Eye Contact and begin filling out the application



The Second Close

- 1. Move to The Revenue Snowball and note Month 1
- 2. Restate retaining at least 50% of the new customers with product and service.
- 3. Begin filling in the subsequent months to show the building value.
- 4. Ask CHOICE CLOSE QUESTION
We do have the online statement option for free. Did you want that also?
- 4. Break Eye Contact and begin filling out the application



The Third Close: Identify Objection, Conditionally Close & Call In.

Supplemental Products

Check Imaging

Check Imaging

AUTOMATE Taking Checks!
They Automatically Deposit within 3 Days.
Funds are Guaranteed.
A Typical Business can automate 12-20 hrs/mo
Increase Revenues by 5% to 18%
Treat them just like Credit Card Customers!

- You swipe them just like Credit Cards
- They deposit within 3 days just like Credit Cards
- Low Fee Structure (1.29% & 0.19 Cent/sv)

These Stores Accept Checks:

Free Merchantizer Placement to use!

Supplemental Products

On Deck

On Deck

FAST access to CASH for your business!

Get instant access to cash for your business. No credit check. No collateral. No fees. Just a simple application and you're done.

On Deck Loans Typical Uses:

- Payroll
- Inventory
- Equipment
- Real Estate
- Marketing
- Travel
- Utilities
- Insurance
- Legal
- Medical
- Education
- Personal

Points to Make on On Deck

- 1.) Fast working Capital for a Merchant.
- 2.) \$5000 to \$250,000 within Days!
- 3.) Can be Pre-Approved within 10 minutes through your RSM.
- 4.) Extremely merchant friendly approval standards.
- 5.) Half the cost of the Competition using Cash Advances.
- 6.) Can be used to buy out of a current Cash Advance!
- 7.) A Signature Loan premise, no collateral required and NOT based solely on their credit card volume.
- 8.) A fixed amount ACHed. Not a fluctuating % of their daily batches.

Supplemental Products

Wireless Terminals

Wireless Terminals

Wireless Terminals for your business!

1. What you do business with? From your business.

2. Real Time Approvals for Cards.

3. Receive LOWER SWIFTED Rates.

4. Works where your card phone works.

5. Take all Credit And Credit Cards.

6. 2 Commission Wireless Outlets.


\$19.95 Wireless Fee + \$2.10 Full Terminal with Printing Gift Card Compatible

*** 1st Reader Free with Account!**
* Can be used as Stand Alone!
* \$2.00 Add-On - \$1.10 Stand Alone!
* Can Add Extra Readers!
* App Download Reimbursed!



Supplemental Products

Payment Jack





- * Like adding another **FREE** Terminal !
- * \$2.99 App Download Reimbursed !
- * Great for Trade Shows !
- * Great for Deliveries !
- * Can be used In-Store too !
- * Home-Based Businesses !
- * First Reader **FREE** with account !
- * \$5 ea Monthly Gateway Service !
- * Additional Readers **ONLY** \$19.95 !
- * Can't visit us? Stand-Alone Terminal !
- * Reduced Monthly Fee Structure for most Merchants on Stand Alone !



Supplemental Products

Software Solutions





Cyber solutions
Electronic organization through software capabilities

Authorize.Net
A Cyber-Commerce solution

PC Based Solutions

- Downloads to your PC
- Recurring Payment Processing
- Enter transactions
- Integrates to your online shopping cart
- Competitive discount rates

FIXED LOW MONTHLY FEES





What if the Merchant Does Not have a Fax?

Fax Machine Brother 575

The Brother 575 fax machine is usually on sale at Staples, Office Max, and/or Office Depot. Please check your local retailer's ads to find the best buy!

Look below... **ONLY \$19.99**



Save up to \$100

on these Brother® business machines


Buy one, keep the receipt and ABN will reimburse you up to \$25 on your first commission check, send your receipt to your RSM so he can turn it in for your payroll



The Brother 575 Fax Machine can be purchased through Amazon.com for about \$20-\$25.

You can place the fax machine in the trunk of your car and if a merchant does not happen to have a fax machine, you can easily run out to your car and attach it to the merchant's phone line in order to fax your application in to us.

You can find this on Amazon.com



Comp Plan In Action

5 Masters Level Production

\$ 4,000 = 20 x \$ 200 Bus Card Lead per approval (50% of the time)
\$ 2,000 = 20 x \$ 100 Normal Comm. Per approval (50% of the time)
\$ 2,000 = 20 x \$ 100 Farininder Value added service (50% of the time)
\$ 500 = 10 x \$ 50 Restaurant.com added service (25% of the time)
\$ 500 = 20 x \$ 25 Value Added Service (On Deck, Check & Gift Loyalty) (50% of the time at least one)
\$ 3,000 = 30 x \$ 50 App Fees (90% of the time = 36 accounts)
\$ 3,500 = 1 x \$3500 Weekly/Monthly Expense Bonus for hitting 40+ Approvals/mo
\$ 16,100 = Monthly Compensation Estimate
= \$19,500 First Year Residual

\$212,700 Annually

= 12 x \$16,100/month = \$19,500 1st Year Residual

Employment Status Notice

40 Approvals per month (10/week)



Fast Track Awards

First 30 Days

★ Starts your first day in the field
In Lieu of Regular Monthly Expense Bonus

20 is magic number
\$100 for every approval at/above 20

-20-	\$2,000
-21-	\$2,100
-22-	\$2,200
-25-	\$2,500
-30-	\$3,000
-50-	\$5,000 etc etc

NO UPPER LIMIT

You will increase your next month's pay dramatically! Each of the following 4 weeks of payroll will be increased by the installment amount = to your bonus divided by 4. Give yourself a BIG raise!



Conference Calls

★

1. These are held Weekly
2. Speak to Your Regional Manager
3. You're always Welcome on Wednesday Morning Call at 7:30 am CT. The call is on 866-398-2885, and the ID is 913264 followed by the # sign.



Team Assignments





AmeriBanc National Business Card Template

Using Avery 8371, you can print out your own business cards from the business card template.

It is not advised that you place your personal cell phone or landline phone number on the cards





Blue Team

**Team Number: 855-GET-ABN1
(855-438-2261)**

Then enter your Rep ID #



Clarence Golden, Regional Manager
CGolden@ameribancmail.com
App FAX number: 888-635-4255
Cell Phone: 773-671-6700
Conference Call: Monday 7:30 am
877-860-3058 Call ID 809530

 **Green Team**

**Team Number: 855-GET-ABN1
(855-438-2261)**

Then enter your Rep ID #

 **Sofia Latif, Regional Manager**
slatif@ameribancmail.com
App FAX number: 888-634-4255
Cell Phone: 708-415-1191
Conference Call: Monday 7:30 am
877-860-3058, and the ID is 809530

 **Purple Team**

**Team Number: 855-GET-ABN1
(855-438-2261)**

Then enter your Rep ID#

 **Kelly Brunson, Regional Manager**
kbrunson@ameribancmail.com
App FAX number: 866-417-2977
Cell Phone: 316-670-3363
Conference Call: Mon 7:30 am
866-398-2885 Call ID 625879

 **Management Team**

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AmeriBanc National

AmeriBanc University Clothing and Accessories

Here in the AmeriBanc Store area, you can purchase AmeriBanc branded items including:

- Polo Shirts
- T-Shirts
- Sweatshirts
- Jackets



AmeriBanc National

AmeriBanc National Merchant Application

When preparing applications before heading out for a day's work, **always** remember to paperclip a copy of the Merchant Value Worksheet to the top of the packet.

It is always a good idea to have a few prepared application packets ready and with you when you head out each day.



AmeriBanc National

A Final Suggestion for Your Success

1. Talent is NOT ENOUGH
2. Product Knowledge is NOT ENOUGH
3. Being Positive is NOT ENOUGH

Your Success Will Be Determined by YOUR...

- Self-Discipline
- Hard Work &
- Determination
