



**The
Closer's
Circle**

Where Solution Consultants
become serious closers

We're excited
to help you
build a strong
foundation for
success.

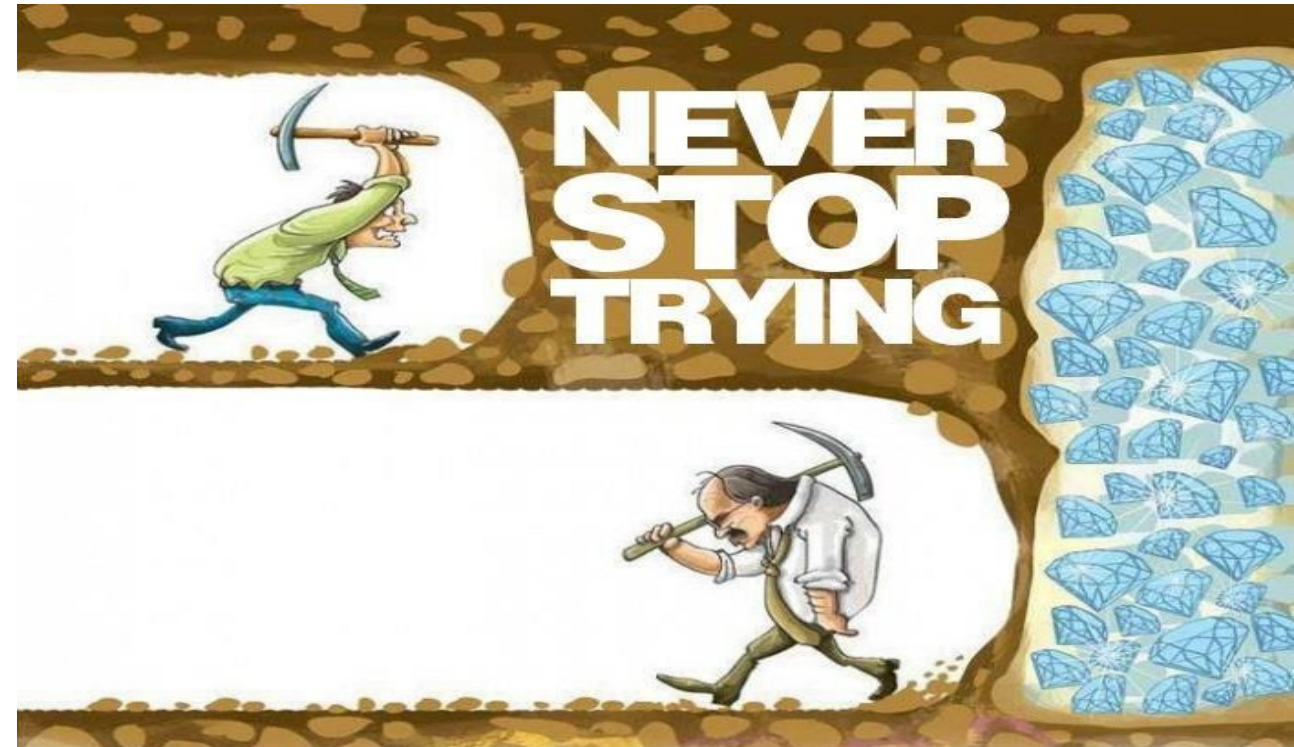
Start Your Week With Great Conversations and Motivation

The Closer's Circle was created by **Team Faias**, a strategic sales and advisory division of **Merchant People LLC**, to recognize and elevate top-performing professionals who exemplify production, leadership, and long-term portfolio growth.

Be an Entrepreneur



- Be passionate
- Don't be afraid of hard work
- Practice discipline
- See challenges as opportunities
- Challenge the status quo
- Take risks
- Don't be afraid of mistakes
- Accept others' advice
- Look to the future



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What do you have planned today, and what's your goal?



Looking for a new pitch ? Read below.....

"My name is _____ and your name is _____? Great to meet you _____. I'm an Solution Advisor with Merchant Service Company.

If owner is busy, acknowledge that they are busy and ask for an appointment and give two concrete times that you will be in the area.

If the owner is not busy and is open to you being there, continue with:

"We are one of the largest credit card processors in the country and we have recently revolutionized the industry with our Merchant Service Company Solution Service Fee Package and Merchant Service Company Advantage Program. Let me ask you, "How long have you been in business? "Is this your only location?"

Go right into your presentation!

"You see one of the best parts of Merchant Service Company is that we regularly save merchants, at least 85%-95% off, their processing with Cash Discount Program. We've been in business over 6 years; we have served over 10,000 active satisfied accounts and process over 1.8 billion a year. Serving our customers 24/7."

(Again, ask fact finding questions here and get the owner engaged and talking).

When appropriate transition to:

"You like saving money, don't you? Great!! Let me show you how we saved your neighbor money and the way we will save you money by customizing a solutions-based business program especially for you.

Go ahead and grab for me your most recent statement, and let's get you started!

How many FTAs are you going to achieve today ? what is your goal before you walk out the door ?

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DAILY SUCCESS CHECKLIST



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- Mastering resilience is not letting failure control your mindset.
- If you can make important decisions without the fear of failing, then you're ahead of the game.
- When you get knocked down, it's all about what you do differently when you get back up.

I encourage you all to apply **"Daily Success Checklist for Sales"** to your daily cadence.

- Practice gratitude every morning- 3 things, at least 2 of them new every time
- Have a call list READY - No bigger impact to the day than having a list of people you're calling written out
- Work in bursts - Call 1. Take a break. Call 10. Take a break. But stay on ONE task at a time throughout the day.
- Practice - Every. Single. Day. Get your practice in. Practice with peers, practice with managers. JUST PRACTICE!
- Take great notes for yourself - Not just what happened, but what needs to happen to move things to the next step.
- Review your calls- what can you learn from them?
- Research the new prospects problems - don't assume, discover, and uncover.
- Read something- read a book on sales, mindset, goals.... but read every day.
- Review the day- self reflect. What went well, where could you improve?
- Prep for the next day - get your list ready, prepare your follow ups, have it all blocked in your calendar.

BONUS: Keep Moving!!! Move every hour. Get the blood going!!!

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IT'S NOT WHAT
YOU LOOK AT
THAT MATTERS, IT'S
WHAT YOU SEE.

HENRY DAVID THOREAU



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Own your Future



“Individual commitment to a group effort: That is what makes a team work, a company work, a society work, a civilization work.”

Vince Lombardi

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