

## VS / MC Settlement Script and Follow Up

Prospecting:

“Hi, how are you? I have passed this place it seems like 100 times but have never been able to stop in yet. How long have you owned it? (trying to figure out if they are the decision maker) That’s great, is Bob here today? I have to make sure he has been registered for the VS/MC settlement.

Hi Bob, my name is Jason Reed. I am with PCBancard. I have been working with a lot of (their specific business type) businesses in the (their area) area. Have you registered to receive your part of this settlement already? That is ok, that is what I am here to help with. I have a lot of businesses waiting for me today, but I am going to be back in the area on \_\_\_\_\_ day at \_\_\_\_\_ o’clock or \_\_\_\_\_ day at \_\_\_\_\_ o’clock. I can walk you through getting your claim started. Which one of these days work best for you? Great, if you can one of your previous processing statements available, we should be able to get down to how much you should expect. I look forward to helping you out more then.

**\*\*\* Do not just give them the link until you set the appointment!!!!!!\*\*\***

**Link to start the claim: <https://www.paymentcardsettlement.com/en>**

Appointment:

“Hi Bob, I hope your day is going well. Just so I don’t waste any of your time, you said you have not registered to get your portion of this 5.5 Billion dollar settlement correct? If you don’t mind me asking, why hasn’t your local processing rep been here to do this for you? That is ok though, I can help you out. Do you have that statement we spoke about available or can you grab one real quick. And can you grab something you can open a website up with please? (Take them to the website). Ok, now you need to fill out the requested information. While I am here helping you out, I notice that you are paying a lot more than you should be for your processing now. Is there a reason for this? Or if you don’t mind me asking, why are you paying fees at all? When is that last time you had a fee analysis done for you? You are throwing away a lot of profits each month. When we are done, I could have an analysis completed for you at no cost. Ok, back to the settlement. After we get you registered, you will receive 2 follow up emails. One to confirm it is you and the other letting you know what information will be needed. So please keep an eye out for those.”

Program Details:

All processing between 2004 – 2019.

Payout - \$3,000 - \$5,000 per every million processed between that time.

Information that will be requested – 1099K Forms (from their processor during those years)

**Link to start the claim:** <https://www.paymentcardsettlement.com/en>

Key Selling Points:

DO NOT just give them the website link.

DO NOT try to do it right then (prospecting), get them to set a time with you.

DO NOT “sell”, you are there as a helping hand to walk them through this process.

If they want additional help “I am sorry, I am super busy and I can only assist further with someone who is processing with me. I hope you can appreciate that”

You do not need to ask them how long they have been in business UNTIL you are at the appointment.

ALWAYS ask the merchant why they are paying so much now to process.

Play the #'s game. Talk to as many businesses as you can from now until Feb 4<sup>th</sup> 2025!

Make sure you are getting business owner name, email and phone if possible.

Keep it SIMPLE!