

PCBancard Training — Day 1 Notes

September 14, 2026 | Hosted by Jason Reed

OVERVIEW

Day 1 covered the full PCBancard compensation structure, platform resources, and prospecting fundamentals. Eleven new trainees joined from across the country for the last training class of 2026.

KEY RESOURCES

- **Partner Portal** — pcbancard.com/pcb-partner-training/ — reference guide, contacts, marketing materials, applications. Use this as your go-to reference during training.
- **2026 Success Blueprint (University)** — homework for training pay. Bold sections are REQUIRED to receive training pay. Complete Module 3.2 (expectation agreement) on Day 1.
- **Agent Portal** — full transparency: see all accounts and residuals daily, submit IT tickets, track your book of business. *Available once your agent paperwork is signed.*
- **Agent Paperwork** — submit with your banking info for ACH deposits. LLC banking info accepted. Business cards and presentation book provided after paperwork is complete.

UPFRONT COMMISSIONS

Paid **daily** after the merchant processes their first \$300. Every deal pays an upfront commission.

- **Under \$5,000/month volume:** \$150
- **\$5,000–\$15,000/month volume:** \$300
- **\$15,000–\$50,000/month volume:** \$400
- **\$50,000–\$100,000/month volume:** \$600
- **\$100,000+/month (traditional or surcharge):** ~6 months to profitability (no standard upfront)
- **Dual Pricing — any volume:** 1% of average monthly volume upfront
- **Maximum upfront cap:** \$2,000

Avoid accounts under \$5K/month — high maintenance, low return. American Express is included in all accounts EXCEPT those over \$100K/month AmEx volume (those must process directly with AmEx).

CLAWBACK POLICY

Very rare — approximately 1 in 1,000 accounts. If a merchant cancels within 12 months, the upfront commission is divided by 12 and the remaining months are clawed back. PCBancard handles this as a residual deduction (not an ACH pull) and is flexible for reps who are actively writing business. Reps doing consistent volume are rarely held to strict clawback.

RESIDUALS

Traditional and Surcharging: True 50/50 split. PCBancard does not inflate any costs (bid fees, transaction fees, basis points). No markup on interchange passed to the rep.

20-Deal Month Bonus: Any rep who closes 20+ deals in a single month earns **80% residuals** (instead of 50%) on their entire book of business for the following month.

Dual Pricing: 1% (100 basis points) of whatever the merchant processes each month. Example: \$50,000/month merchant = \$500/month = \$6,000/year off one account.

RESIDUAL RULES — No minimums. No quotas. No vested periods. No maximums.

- Vested from deal #1 — as long as you're servicing the account, you earn residuals.
- No quotas to maintain residual eligibility.
- No residual caps — reps earning \$40–\$60K/month in residuals are encouraged to keep going.
- Paid once a month in arrears via ACH: September processing → reports received ~Oct. 15–20 → paid by Oct. 20–25.

BASIS POINTS — QUICK REFERENCE

The industry uses basis points to express fractions of 1%. Key conversions:

- **25 basis points** = 0.25% (one quarter of 1%)
- **50 basis points** = 0.50% (one half of 1%)
- **100 basis points** = 1.00%
- **200 basis points** = 2.00%

ENHANCED COMPENSATION PLAN (NEW REPS ONLY)

All new trainees start on the Enhanced Compensation Plan — extra money up front while building your book.

- **Eligibility:** 60 days from end of training to close your first 2 deals. After that, maintain 2 deals/month.
- **Traditional upfront boost:** 25 bps × average monthly volume × 12 = upfront commission (up to \$1,000).
Example: \$30K/month merchant = ~\$900 upfront vs. \$400 on standard plan.
- **Equipment leasing:** 90% of lease commission (vs. standard 50%).
- **Proposals:** \$25 paid per proposal Jason runs for you, for the life of the enhanced plan.
- **Training pay:** \$600 on your 1st deal, \$600 on your 2nd deal — paid as a bonus on top of your commission.
- **Duration:** No time limit. You can stay on this plan indefinitely as long as you maintain 2 deals/month. Drop below 2 in a month and you revert to the standard plan that month.

Note: If you close deals before finishing training, training pay is still awarded. Jason won't make you wait — he pays as soon as the deal processes.

THE THREE PROCESSING OPTIONS

Traditional Processing: Merchant absorbs all fees. You earn a 50/50 split of net profitability. Good opening for cost-sensitive businesses unwilling to pass fees to customers.

Surcharging: A surcharge on credit cards only (not debit). Merchant passes the cost to credit card users. Profitability fluctuates by deal. Note: Illinois still at 3% cap; NY at 2% cap.

Dual Pricing: ~70% of current deals. Merchant offers two prices — cash price and card price. Merchant pays zero fees. Rep earns 1% of volume monthly. Only ~6 compliant providers in the country offer this.

EQUIPMENT & TECHNOLOGY

- **Terminals:** DejaVue is the go-to terminal. Free placement; merchant pays warranty (\$64.95/month for dual pricing, \$10/month backend software). Overnight replacement if terminal fails.
- **Backend (iPods software):** Merchants can pull sales reports, do refunds, batch out, and process virtually — handy for reps on the road.
- **Clover:** Cannot be reprogrammed by any processor. Don't spend time here — if a merchant has a Clover, they'd need a second terminal to process with PCBancard.
- **E-commerce:** Connect to existing shopping carts or provide new ones. Dual pricing option available online (card vs. ACH/cash pricing).

- **FluidPay Gateway:** Now the largest gateway in the country (surpassed Authorize.net). All processing is 3D Secure. Includes invoicing.
- **ACH.com:** Additional gateway option with invoicing.

\$1,000 SAVINGS GUARANTEE

PCBancard offers a \$1,000 guarantee — even on traditional-to-traditional comparisons. If Jason cannot save a merchant money apples-to-apples, PCBancard cuts them a \$1,000 check. Jason has never had to cut one.

THE PROPOSAL PROCESS

To build a proposal, get the merchant's current credit card processing statement. Jason does ALL proposals for reps on the Enhanced Comp Plan — and always provides all three options (traditional, surcharging, and dual pricing) so merchants can choose what's right for their business.

Key stat: Merchant services is the 3rd highest business expense, and most merchants have no idea what they're paying. Dividing total fees by total volume (effective rate) almost always reveals the merchant is being overcharged.

PROSPECTING TIPS

- **Flyers, not business cards.** Business cards end up in the trash or the 'I'll call you' pile. Flyers catch attention and give you a reason to come back. Download customized flyers from your Agent Portal.
- **Go face-to-face.** The big processors have moved to call centers. Local, personal representation is a major differentiator. Merchants don't want to manage 70–80% of their revenue over the phone.
- **Best targets:** Auto service, restaurants, resorts, landscape supply, manufacturing, granite/cabinet shops. Florida is especially strong (tourism-driven, high dual pricing adoption).
- **Best referral sources:** Accountants and tax preparers — they love referring because it makes them look good. Chamber of Commerce. BNI groups. Referral splits (e.g., 20–25% of residuals) can be structured any way you need.
- **Medical:** Target chiropractors and veterinarians — not doctors/dentists (90% of their payments go through insurance).
- **Ready to prospect:** Jason says you'll be 'deadly enough by Wednesday' — you'll know enough about all three options to get a statement and make a compelling case.

DAY 1 HOMEWORK

- Complete Module 3.2 (Expectation Agreement) in the 2026 Success Blueprint — bold sections required.
- Start thinking about businesses in your area to approach this week.
- Questions? Reach out to Jason or Emma before tomorrow's 11am session.