



Tuesday July 19th
Merchant Services Presentation
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- **Choosing your merchant services provider is just as important to a business owner as selecting their banking relationship.**
- **A good starting point is to check with your business bank or any major bank. Most likely they already have a merchant services program or they will be able to recommend a good and reliable processing provider.**
- **Check with Bank of America, Wells Fargo and Chase. Since they are the biggest financial institutions they have merchant services set up that will be reliable and not too costly.**
- **Also, keep in mind that you can also separate the two. Meaning, bank with one bank and process credit cards through another bank. A lot of business owners choose to do that in case they wish not to change everything over to a new bank.**

There are a few things that need to be taken in consideration when choosing a merchant services provider:

- 1. Has the company been in business for a long time**
- 2. Who are their biggest clients**
- 3. Do they offer 24/7 support**
- 4. Do they have PCI compliance support**
- 5. What are their costs (this varies based on the business type, but can be negotiated)**
- 6. Do they offer local reps that will meet with you face to face and consult with you**

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- Most recognized brand in the banking industry
- Next day funding on all 4 major credit cards including American Express
- Local reps in the Valley
- Innovative reporting tools for all your accounting needs
- State of the art technology and software
- \$500 Beat your current rate offer
- PCI Compliant equipment
- 100% US based customer service help desk
- Rated as Number 1 Merchant Services and Electronic Payments provider by the Nilsen Report 2010