**FREE Rate Analysis 1**

Hello is the owner or manager in? Hi Mr. \_\_\_\_\_\_\_\_\_\_\_\_\_this is \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_with Preferred Merchants over here in Napa. The reason for my call is to make you aware that late last year Visa/MasterCard has raised their rates for processing credit card transactions again. And we were making a courtesy call to businesses in the area to offer a FREE rate analysis of your credit card processing fees. We’ve found that we can usually save business owners 20-30% on their processing, is that something that would interest you?

Yes: Great, we will have a representative in your area on \_\_\_\_\_\_\_\_ or \_\_\_\_\_\_\_\_\_, which day works best for you?

Sounds good, you will be meeting with Jaymes, he has 20 plus years of experience in the industry and will be dropping by at \_\_\_\_\_\_\_\_\_\_ on \_\_\_\_\_\_\_\_\_\_\_\_.

If you could have at least one month of your current Visa/MasterCard processing statements available we can do a custom quote for you on the spot. We will see you then.

**NO:** No problem, we would still enjoy the opportunity to stop by and introduce ourselves face to face, would you be willing to spare a couple minutes to meet with our representative Jaymes?

Great, he will be in your area on \_\_\_\_\_\_\_\_ or \_\_\_\_\_\_\_\_\_, which day works best for you?

Sounds good, Jaymes will be there at \_\_\_\_\_\_\_\_\_\_ on \_\_\_\_\_\_\_\_\_\_\_\_.