

Sphere
powered by TrustCommerce

WHO ARE WE?



Award Winning



Established in 2017



**Industry Leading Tech
& Solutions**



**Markets: US, Canada,
Australia**



Offices in:



WITH GROWTH, COMES CHANGE

2017: Anovia was acquired by Sphere



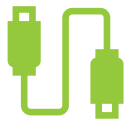
New Executive Leadership (over 125 years industry experience)



More resources to help you succeed

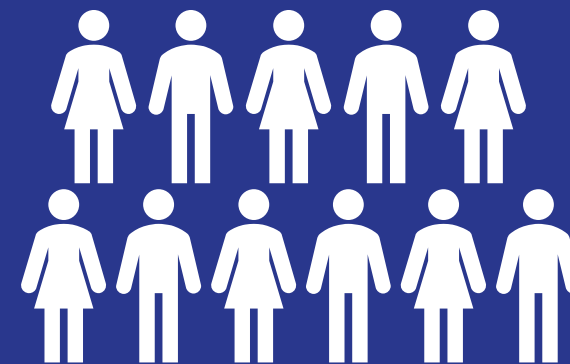


Growing & Improving to provide more opportunities



New technology & integration experts

The Opportunity: **MERCHANTS**



**11 MILLION
MERCHANTS
IN THE U.S.**

BUYING DECISIONS

3 MILLION MERCHANTS MAKE A BUYING DECISION EACH YEAR

1. New Businesses
2. Existing Businesses Looking to Accept Credit Cards
3. Businesses looking to Switch Processing Providers



WHO SHOULD I TARGET?



Focus on local small & medium sized businesses



Avoid large businesses/franchises: McDonalds, Starbucks etc.



OUR TOP BUSINESSES



RESTAURANTS

How about your favorite diner or your go-to date night restaurant?



SALONS

Does your hairdresser or nail technician accept credit cards?



AUTOMOTIVE

Where do you get your car serviced or your oil changed?



MEDICAL

Don't forget about your PCP or family specialist!

OVER 1,000 SOLUTIONS



HOW TO APPROACH A MERCHANT

Try these introductory lines:

"I work with an amazing, knowledgeable Account Executive at Sphere; if we were able to reduce your processing costs would you be open to making a change?"

"Reducing your costs on your credit card processing; how would that impact your business?"

"Each year Visa & MC increase certain rate categories; have you reviewed your merchant statement lately for increases?"

"Most of my clients have seen increases in their credit card processing costs lately; have you noticed this as well?"

SHARING THE OPPORTUNITY YOU ARE OUR BIGGEST STRENGTH

- As a business professional they value your judgement & recommendation
- Trust built through rapport & on-going relationship building



SHARING THE OPPORTUNITY YOUR KEY SELLING POINTS



PRICE

Consultative Approach;
Transparent and
Competitive pricing



PRODUCT

Variety of product solutions
for any environment; with a
simple transition process



SERVICE

Dedicated Account
Executive; knowledgeable
& responsive



COMPANY

Committed to your
success; ACN's partner
within the Payments Space

SHARING THE OPPORTUNITY MEET OR BEAT OPPORTUNITY*

If Sphere cannot meet or beat the customer's current processing rate, the customer will receive a **\$250** Visa Reward Card, and the IBO will also receive a **\$250** Visa Reward Card!



*A merchant currently accepting electronic payments, and processing more than \$3,000 monthly can qualify for the Meet or Beat Pricing Opportunity provided merchant's standard pricing is not below standard fees currently charged by Visa® and MasterCard®. This offer does not apply to existing customers. Certain restrictions and exclusions apply. Merchant account is subject to credit approval. Offer subject to change without notice. Price comparison applies to processing rates and fees only, not to include monthly terminal and software fees. Merchants must provide their 2 most recent credit card processing statements and complete the Pricing Request form. Offer expires 60 days after receipt of application. Excludes high-risk merchants such as, but not limited to, travel, digital content or virtual goods, adult entertainment, online nutritional supplements, membership subscriptions, ticketing, national, and franchises. Qualifying recipients will receive prepaid gift card via mail within 45 days.

BUILDING YOUR BUSINESS

HOW WE HELP YOU BUILD YOUR BUSINESS



Sphere Offers Residuals for the Life of the Customer

3

3 Customer Points*



Dedicated Account Executives to assist IBOs with customer acquisition at **1-855-426-6842**

BUILDING YOUR BUSINESS SUBMITTING A LEAD

STEP 1: Access the Sphere site via your Personal Website, click 'Explore your Options' & 'Send us your Lead'

STEP 2: Fill out the online form with as much information as possible

STEP 3: Attach their recent credit card processing statement

BUILDING YOUR BUSINESS

WHY DO WE ASK FOR STATEMENTS?



Speeds up the Sales Process

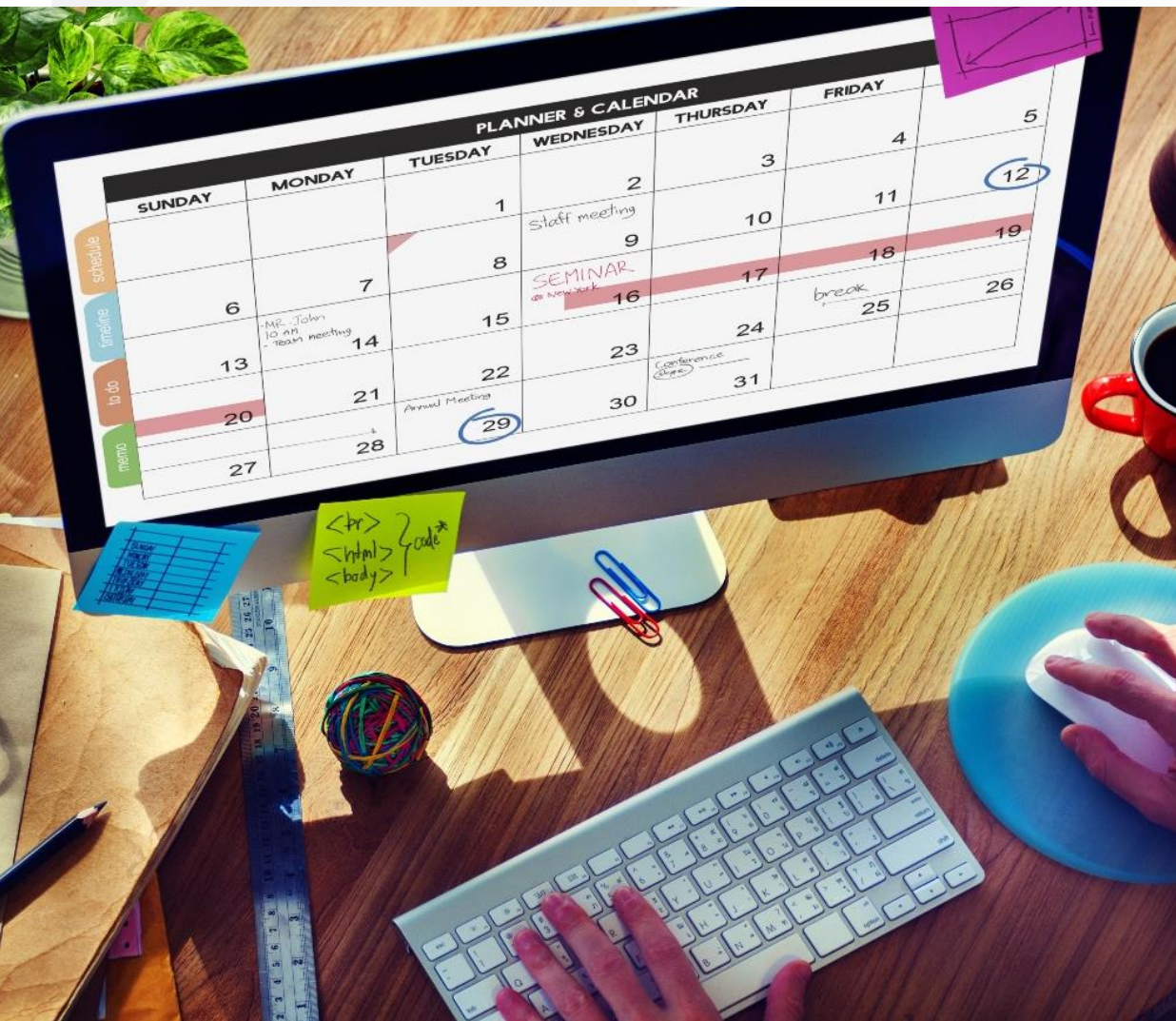


Custom Proposal / Best Pricing / Maximum Savings



Faster Approval Process

WHAT TO EXPECT AFTER YOU SUBMIT



New Leads are worked within 1 business day

Proposal Presented within 1 business day of Statements Received

We do the heavy lifting; but please feel free to work with your Account Executive

Application Signed to **Approved** can occur as quickly as 1 business day (**POINTS!**)

Approved to **Activated** can occur within 3 business days (**RESIDUALS!**)

THANK YOU!

Follow us on
Facebook to keep up
with our latest offers!

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